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F. No. AERA/20010/ MYTP/IndoThai/GH/Jaipur/CP-III/2022-27

परामर्श पत्र संख्या 07/2023-24
Consultation Paper No. 07/2023-24



सत्यमेव जयते

भारतीय विमानपत्तन आर्थिक विनियामक प्राधिकरण
Airports Economic Regulatory Authority of India

मैसर्स जीसेक इंडोथाई ग्राउंड हैंडलिंग प्राइवेट लिमिटेड (जीसेक इंडोथाई) द्वारा जयपुर अंतर्राष्ट्रीय हवाईअड्डा, में प्रदान की जाने वाली ग्राउंड हैंडलिंग सेवाओं के लिए प्रथम नियंत्रण अवधि (वित्त वर्ष 2022-23 से वित्त वर्ष 2026-27) के लिए टैरिफ निर्धारित करने के मामले में

IN THE MATTER OF
DETERMINATION OF TARIFF FOR GROUND HANDLING SERVICES FOR
M/s GSEC INDO THAI GROUND HANDLING PRIVATE LIMITED (GSEC INDO THAI) AT
JAIPUR INTERNATIONAL AIRPORT, FOR THE FIRST CONTROL PERIOD
(FY 2022-23 TO FY 2026-27)

जारी करने की तारीख : 28.07.2023

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ऐरा बिल्डिंग/AERA Building
प्रशासनिक परिसर/Administrative Complex
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नई दिल्ली/New Delhi – 110003

STAKEHOLDERS' COMMENTS

The Authority has released this Consultation Paper, after considering various assumptions stipulated in the Multi-Year Tariff Proposal ('MYTP') submitted by the M/s GSEC IndoThai Ground Handling Private Limited (GSEC IndoThai) in respect of Jaipur International Airport. Accordingly, the Authority's proposals on the various aspects 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, 2008, the written comments on Consultation Paper No. 07/2023-24 dated 28/07/2023 are invited from the Stakeholders, preferably in electronic form, at the following address:

Director (P&S, Tariff),
Airports Economic Regulatory Authority of India (AERA),
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Last date for submission of Stakeholders' Comments	18/08/2023
Last date for submission of Counter Comments	25/08/2023

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 of India
ATM	Air Traffic Movement
ATP	Annual Tariff Proposal
CAPEX	Capital Expenditure
GSEC IndoThai	GSEC IndoThai Ground Handling Private Limited
COD	Commercial Operations Date
CGF	Cargo Handling, Ground Handling & Supply of Fuel to Aircraft
GHA	Ground Handling Agencies
GHS	Ground Handling Services
INR/₹	Indian Rupees
ISP	Independent Service Provider
JIAL	Jaipur International Airport Limited
LOA	Letter of Award
MTOW	Maximum Take Off Weight
MYTP	Multi-Year Tariff Proposal
OPEX	Operating Expenditure
O&M	Operation and Maintenance
PAT	Profit After Tax
EBIDTA	Earnings Before Interest, Depreciation, Tax and Amortization
P&L	Profit & Loss
SPC	Special Purpose Company
YoY	Year on Year

CHAPTER 1: INTRODUCTION

- 1.1 M/s IndoThai Airport Management Services Pvt. Ltd. (ITAMSPL), vide its letter dated 10.01.2022, informed the Authority that the Consortium led by M/s IndoThai Management Services Private Limited had been awarded the contract for providing Ground Handling Services at Jaipur International Airport by Jaipur International Airport Limited (Airport Operator), vide its Letter of Award (LOA) dated 05.01.2022.
- 1.2 The Authority notes the Letter of Award dated 05.01.2022, inter-alia, stipulates that M/s ITAMSPL was required to form Special Purpose Company (SPC) within 15 days from issuance of LOA. M/s GSEC IndoThai Ground Handling Private Limited (GSEC IndoThai), SPC, was incorporated on 14.01.2022.
- 1.3 Subsequently, the Airport Operator issued a letter dated 11.05.2022 to M/s GSEC IndoThai Ground Handling Private Limited (SPC), inter-alia, stipulating certain compliances on the part of the SPC for undertaking the Ground Handling Services at the Jaipur International Airport. These compliances include security clearance from BCAS and tariff approval from Airports Economic Regulatory Authority.
- 1.4 The shareholding structure of the M/s GSEC IndoThai, as informed by the ISP, is tabulated as below:

Table-1: Summary of Shareholding Structure of M/s GSEC IndoThai:

Name of Shareholder	No. of Equity Shares	Equity Holding (%)
M/s IndoThai Airport Management Services Private Limited	26960	50.81
GSEC Limited	26000	49.00
Shyam Sunder Malani	100	0.19
Total	53060	100.00

- 1.5 M/s GSEC IndoThai Ground Handling Private Limited was granted security clearance vide Bureau of Civil Aviation letter dated 27.10.2022, which is valid for a period of five years from the date of issuance of security clearance.
- 1.6 A License Agreement dated 27.02.2023 had been executed between Jaipur International Airport Limited and M/s GSEC IndoThai Ground Handling Private Limited in respect of the aforesaid concession for a period of five years from the commencement operation date.
- 1.7 The Authority notes that following clauses of the License Agreement:

“C. IndoThai Airport Management Service Private Limited, the Lead Member of the consortium GSEC Indo Thai Airport Ground Handling Private Limited i.e., Licensee has emerged as the selected bidder in response to Request for Proposal dated 12th November, 2021. Accordingly, Airport Operator has issued Letter of Award dated 5th January, 2022 (LOA) in favour of the Lead Member with the mandate to incorporate the consortium within 15 days thereof. Further, as per LOA the Lead Member is also mandated to ensure the uninterrupted Ground Handling Services until the consortium obtains security permission and approval of tariff from relevant regulatory/government authority.

D. Further, during the pendency of necessary security permission and approval of tariff from relevant regulatory/government authority in favour of the Licensee, the Lead Member has undertaken the commencement of Ground Handling Services effective from 4th February, 2022 (commencement date).”

- 1.8 Upon receipt of request from M/s IndoThai Airport Management Services Pvt. Ltd., vide its letter dated 10.01.2022, the Authority, vide its Order No. 34/2021-22 dated 14.01.2022, allowed M/s IndoThai Airport Management Services Pvt. Ltd. to levy and collect, on ad-hoc basis, tariff for Ground Handling Services at Jaipur International Airport w.e.f. 16.01.2022 to 31.03.2022, or, till the determination of regular ground handling tariff for the 3rd Control Period, whichever is earlier. Subsequently, ad-hoc tariff has been extended upto 30.09.2023 by the Authority vide following orders:
- (i) Order No. 46/2021-22 dated 17.03.2022 – extended the ad hoc tariff upto 30.09.2022;
 - (ii) Order No. 24/2022-23 dated 23.09.2022 – extended the ad hoc tariff upto 31.03.2023; and
 - (iii) Order No. 42/2022-23 dated 23.03.2023 – extended the ad hoc tariff upto 30.09.2023.
- 1.9 As per the provisions of 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 (CGF Guidelines), M/s GSEC IndoThai submitted the Multi Year Tariff Proposal (‘MYTP’) on 31.05.2023 for determination of regular Tariff for providing Ground Handling Services at Jaipur International Airport, for the First Control Period.
- 1.10 The Authority, after having examined the MYTP submission of the M/s GSEC IndoThai in detail and taking into account the additional information/clarifications furnished by the ISP, has issued this Consultation Paper for stakeholders’ consultation.

CHAPTER 2: PRINCIPLES FOR DETERMINATION OF AERONAUTICAL TARIFF

- 2.1 The Authority, vide Order No. 12/2010-11 dated 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 (“CGF Guidelines”), vide its Direction No. 04/2010-11 dated 10.01.2011.
- 2.2 In accordance with above mentioned AERA CGF Guidelines, the following procedure is adopted for the determination of the Materiality Index of Regulated Service, as per clause 4.4 of the Guidelines:

STAGE I: MATERIALITY ASSESSMENT:

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

$$\begin{aligned}\text{The Materiality Index for Jaipur Airport} &= 3612/420772 \\ &= 0.86\%\end{aligned}$$

The percentage share of Jaipur International Airport for FY 2019-20 in respect of International Aircraft Movements is 0.86%, which is less than 5% Materiality Index (MI_G) for the subject regulated service. Hence, the Regulated Service is deemed ‘**Not Material**’ for the First Control Period at Jaipur International Airport, as per clause 4.4(ii) of the Guidelines. In view of the aviation industry being severely affected by the unprecedented event of covid-19, the Authority has considered pre-pandemic year i.e. FY 2019-20 for determining Materiality Index of Regulated Service.

- 2.3 As per the information furnished by GSEC IndoThai in Form F1 (b) on competition Assessment, M/s AI Airport Services Limited (AIASL) is also rendering similar services at Jaipur International Airport.
- 2.4 As per Clause 3.2 (i) of the CGF Guidelines, wherever the Regulated Service provided is ‘Not Material’, the Authority shall determine Tariff(s) for Service Provider(s) based on a ‘**Light Touch Approach**’ for the duration of the Control Period, as per the provisions of Chapter V of the Guidelines.
- 2.5 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) Evidence of Consultation with Stakeholders;
 - c) Evidence of User Agreement(s), if any, between the Service Provider and the User of Regulated Service(s) clearly indicating the Tariff proposed by the Service Provider.
- 2.6 The Authority notes that M/s GSEC IndoThai has submitted the Annual Tariff Proposal (ATP) along with its MYTP. The ISP conducted stakeholders’ consultation meetings on 24th May, 2023 and submitted minutes of meetings to the Authority. It has been observed that the representatives of Vistara Airlines, Air Arabia and AIX Connect participated in the above referred meetings and as

per the minutes of meetings, none of the Stakeholders raised any concern regarding Tariff proposed by ISP.

2.7 **Authority's Proposal regarding Methodology of Tariff Determination of M/s GSEC IndoThai:**

Based on the material before it and its analysis, the Authority proposes to consider the Tariff determination exercise for M/s GSEC IndoThai, in respect of Ground Handling Services being provided by the ISP at Jaipur International Airport, under the '**Light Touch Approach**' for the First Control Period, as the regulated service is deemed '**Not Material**'.

CHAPTER 3: AIRCRAFT TRAFFIC (FLIGHTS TO BE HANDLED)

M/s GSEC IndoThai submission on Projected Aircraft Traffic (Flights to be Handled) for the First Control Period as part of MYTP

3.1 Actual Aircraft Traffic (No. of Landings) handled at Jaipur Airport, from FY 2018-19 to FY 2022-23 is given below:

Table 2: Actual Aircraft Traffic handled at Jaipur Airport during FY 2018-19 to FY 2022-23

Year	Total number of Landing at Jaipur Airport			Y-o-Y % increase		
	Domestic	International	Total	Domestic	International	Total
2018-19	21010	2083	23093	--	--	--
2019-20	17936	1806	19742	-15%	-13%	-14.5%
2020-21	8877	590	9467	-51%	-67%	-52%
2021-22	12895	688	13583	45%	16%	43%
2022-23	19106	1472	20578	48%	114%	52%

3.2 Projected Aircraft Traffic (flights to be handled) for the First Control Period submitted by M/s GSEC IndoThai is given below in Table 3.

Table 3: Projected Aircraft Traffic (Flights to be handled by M/s GSEC IndoThai) submitted by M/s GSEC IndoThai for the First Control Period.

Year	Flights to be handled by M/s GSEC IndoThai for the First Control Period		Total (No. of Landings)	Y-o-Y % increase		
	Domestic (No. of Landings)	International (No. of Landings)		Domestic	International	Total
2023-24	4770	1200	5970	-	-	-
2024-25	5028	1255	6283	5.4%	4.5%	5.2%
2025-26	5294	1311	6605	5.3%	4.5%	5.1%
TOTAL (FY 2023-24 to FY 2025-26)	15092	3766	18858			

Authority's Examination and Analysis:

3.3 The Authority notes that the License Agreement, inter-alia, mandates M/s IndoThai Airport Management Services Pvt. Ltd. to ensure the uninterrupted Ground Handling Services at Jaipur International Airport, during the pendency of necessary clearances/approvals in respect of M/s GSEC IndoThai. Accordingly, M/s ITAMSPL has been providing the ground handling services at Jaipur International Airport with effect from 04.02.2022.

3.4 The Authority further notes that the SPV i.e., M/s GSEC IndoThai has considered FY 2021-22 to 2025-26 as the Control Period (FY 2021-22 as the First Tariff Year and 2025-26 as the Fifth/last

Tariff Year of the Control Period) and has submitted its MYTP, accordingly. Since the commencement of services started with effect from 04.02.2022 and in view of Airport Operator's Third Control Period starting with FY 2022-23, the Authority considers it prudent to treat FY 2022-23 as the First Tariff Year and FY 2026-27 as the fifth/last Tariff Year of the Control Period (FY 2022-23 to FY 2026-27) in respect of M/s GSEC IndoThai. Accordingly, vide email dated 22.06.2023, M/s GSEC IndoThai was requested to furnish the actual traffic handled by M/s ITAMSPL from 04.02.2022 till 31.03.2023 and projected traffic for the tariff year 2026-27 along with relevant details. In response, M/s GSEC IndoThai, vide email dated 28.06.2023, has, inter-alia, furnished the actual traffic, handled by M/s ITAMSPL, for the FY 2022-23, which is given as under:

Year	Flights handled by M/s IndoThai Airport Management Services Pvt. Ltd.
2022-23	1444

3.5 M/s GSEC IndoThai also submitted the following traffic projections for the year 2026-27:

Year	Flights to be handled by M/s GSEC IndoThai	
	Domestic (No. of Landings)	International (No. of Landings)
2026-27	5399	1337

3.6 After taking into the submission as brought out under 3.3 and 3.4 above, Table 3 has been reconstructed as under:

Table 4: Projected Aircraft Traffic (including flights handled by M/s ITAMSPL) submitted by M/s GSEC IndoThai for the First Control Period

Year	Flights to be handled by M/s GSEC IndoThai for the First Control Period		Total (No. of Landings)	Y-o-Y % increase		
	Domestic (No. of Landings)	International (No. of Landings)		Domestic	International	Total
2022-23*	375	1069	1444	-	-	-
2023-24	4770	1200	5970	1172%	12%	313%
2024-25	5028	1255	6283	5%	4%	5%
2025-26	5294	1311	6605	5%	4%	5%
2026-27	5399	1337	6736	2%	2%	2%
TOTAL (FY 2022-23 to FY 2026-27)	20866	6172	27038			

*Actual traffic handled by M/s IndoThai Airport Terminal Management Services Pvt. Ltd. (Lead Member of the SPV)

3.7 Taking into account the actual traffic handled by M/s ITAMSPL during FY 2022-23, the Authority observes that M/s GSEC IndoThai has projected an increase of 313% in the total aircraft traffic in FY 2023-24 as compared to FY 2022-23 traffic handled by the Lead Member. Further, M/s GSEC IndoThai has projected an increase of 5% for FY 2024-25 and FY 2025-26, and 2% for FY 2026-27, over previous years.

- 3.8 As per the statistics available at AAI website, the total Aircraft Traffic (Domestic and International) at Jaipur International Airport for the FY 2022-23 had surpassed the Aircraft Traffic of pre-Covid period (FY 2019-20) at this Airport (Reference Table 2 above). The Authority also notes that during the FY 2022-23, Jaipur International Airport handled 20578 number of landings (both Domestic and International flights) and the ISP has projected 5970 flights (Domestic and International flights) to be handled during the FY 2023-24, which is approx. 30% of the actual number of flight landings at the Airport for the FY 2022-23.
- 3.9 The Authority, considering the aircraft traffic at Jaipur Airport which has now recovered from the covid pandemic and taking into account the other relevant aspects, notes that the aircraft traffic projected by the ISP for the First Control Period seems to be reasonable. Accordingly, the Authority proposes to consider Traffic projections (flights to be handled) as submitted by M/s GSEC IndoThai for the last four tariff years (i.e., FYs 2023-24, 24-25, 25-26 and 26-27) of the First Control Period, as given in Table 4 above.

3.10 **Authority's Proposal regarding Aircraft Traffic Volume (Flights to be handled by the ISP) for the First Control Period:**

Based on the material before it and its analysis, the Authority proposes to consider the Aircraft Traffic (Flights to be handled by the ISP) for the last four tariff years (i.e., FY 2023-24, 2024-25, 2025-26 and 2026-27) of the First Control Period as given in Table 4 above.

CHAPTER 4: CAPITAL EXPENDITURE

M/s GSEC Indo Thai's Submission on Capital Expenditure for the First Control Period

4.1 M/s GSEC IndoThai has projected total Capital Expenditure (CAPEX) of ₹ 3574.60 Lakhs for the First Control Period, as part of MYTP submissions. CAPEX has been proposed to be incurred during FY 2023-24 to FY 2026-27. The year-wise Capital Expenditure projected by ISP is given below:

Table 5: Projected Capital Expenditure submitted by M/s GSEC IndoThai for the First Control Period

(₹ in Lakhs)

Particulars	2022-23*	2023-24	2024-25	2025-26	2026-27	Total
Ground Handling Equipment	926.35	1241.10	1210.00	369.10	142.25	2962.45
Vehicles	180.00	180.00	320.00	10.00	20.00	530.00
Furniture and Fitting	15.00	20.00	5.00	2.15	5.00	32.15
Office Equipment	20.00	30.00	10.00	5.00	5.00	50.00
Total	1141.35	1471.10**	1545.00	386.25	172.25	3574.60

*M/s IndoThai Airport Management incurred capex of Rs. 1141.35 lakhs during the FY 2022-23 out of the total proposed capex of Rs. 3574.60 lakhs. The capex incurred during the FY 2022-23 will be transferred to M/s GSEC IndoThai and has been considered in capex plan of Rs. 1471 lakhs for FY 2023-24.

** Including Rs. 1141.35 lakhs incurred during FY 2022-23.

4.2 As part of MYTP, the ISP has also provided detailed bifurcation of the proposed CAPEX for the First Control Period as under:

Table 6: Breakup of Capital Expenditure as submitted by M/s GSEC IndoThai for the First Control Period

(₹ in Lakhs)

Sl. no.	Particulars	Cost/ Unit (₹ in lakhs)	2023-24		2024-25		2025-26		2026-27		Total
			Qty.	Amount	Qty.	Amount	Qty.	Amount	Qty.	Amount	
1.	Ground Handling Equipment:										
	Push Back - Medium	90.00	1	90.00	0	0.00	1	90.00	0	0.00	180.00
	Push Back - Heavy	350.00	1	350.00	0	0.00	0	0.00	0	0.00	350.00
	Towbar	7.50	4	30.00	0	0.00	2	15.00	1	7.50	52.50
	MDL	375.00	1	375.00	0	0.00	0	0.00	0	0.00	375.00
	LDL	235.00	0	0	3	705.00	0	0.00	0	0.00	705.00
	Tugs	25.00	3	75.00	3	75.00	0	0.00	1	25.00	175.00
	Air Cooler Unit - 110 Ton	137.00	0	0.00	1	137.00	0	0.00	0	0.00	137.00
	Ground Power Unit - 90 KVA	36.00	1	36.00	1	36.00	0	0.00	0	0.00	72.00
	Air start unit - 300 ppm	113.00	0	0.00	1	113.00	0	0.00	0	0.00	113.00
	Conveyor belt- Electrical (Motorized)	35.00	1	35.00	0	0.00	1	35.00	0	0.00	35.00
	Conveyor belt towable	8.00	3	24.00	3	24.00	2	16.00	1	8.00	64.00

	Pax step Motorized wide body	42.00	1	42.00	1	42.00	0	0.00	0	0.00	84.00
	Towable Pax Step ladder	8.00	3	24.00	3	24.00	2	16.00	1	8.00	72.00
	Lavatory truck - Motorized	20.00	1	20.00	0	0.00	1	20.00	1	20.00	60.00
	Water truck - Motorized	20.00	1	20.00	0	0.00	1	20.00	0	0.00	40.00
	Towable toilet cart with motor	4.00	1	4.00	1	4.00	2	8.00	2	8.00	24.00
	Towable water cart with motor	4.00	1	4.00	1	4.00	2	8.00	2	8.00	24.00
	Vacuum Cleaner	0.50	4	2.00	3	1.50	4	2.00	5	2.50	8.00
	Pallet Dolly	2.00	12	24.00	0	0.00	11	22.00	5	10.00	56.00
	Container Dolly	2.00	16	32.00	16	32.00	10	20.00	5	10.00	94.00
	Baggage Trolley - Open	0.50	10	5.00	0	0.00	100	50.00	25	12.50	67.50
	Baggage Trolley - Covered	0.65	60	39.00	0	0.00	50	32.50	20	13.00	84.50
	Ambulift Towable	12.00	0	0.00	1	12.00	0	0.00	0	0.00	12.00
	Fire Extinguisher trolley	0.15	4	0.60	0	0.00	4	0.60	5	0.75	1.95
	Trestle/ Ladder	2.00	1	2.00	0	0.00	1	2.00	1	2.00	6.00
	Wheelchairs	0.20	30	6.00	0	0.00	50	10.00	10	2.00	18.00
	FUEL BOWSER	1.50	1	1.50	0	0.00	0	0.00	0	0.00	1.50
	Miscellaneous			7.50		7.50		2.00		5.00	22.00
	Total			1241.10		1210.00		369.10		142.25	2962.45
2.	Vehicles:										
	Bus/coaches	80.00	2	160.00	4	320.00	0	0.00	0	0.00	480.00
	car/Jeeps	10.00	2	20.00		0.00	1	10.00	2	20.00	50.00
	Total			180.00		320.00		10.00		20.00	530.00
3.	Furniture & Fittings			20.00		5.00		2.15		5.00	32.15
4.	Office Equipment			30.00		10.00		5.00		5.00	50.00
	GRAND TOTAL			1471.10		1545.00		386.25		172.25	3574.60

Authority's Examination of the CAPEX proposed by the ISP:

- 4.3 The Authority notes that the ISP projected major portion of CAPEX in the FY 2023-24, 2024-25 and 2025-26 of the First Control Period. Out of Total projected CAPEX, M/s GSEC IndoThai projected major CAPEX of ₹2692.45 lakhs for Ground Handling Equipment and ₹ 530 lakhs for vehicles.
- 4.4 The Authority observes that M/s GSEC IndoThai projected significant CAPEX of ₹ 3574.60 lakhs to be incurred during the First Control Period, however, the lead member of the SPV commenced operations just before the first tariff year (FY 2022-23) of the Control Period. In view of this, a clarification was sought from the ISP. In response, ISP vide email dated 20.06.2023 stated that *“the operations started in the name of parent company on 04.02.2022 on temporary basis as per the agreed terms of the LOI and also as per the requirement of the airport operator. The operations are now being shifted to the SPV under consideration as all the required clearances have been obtained. The equipment required are to be transferred/ purchased in SPV and also more equipment are to be inducted, hence, the above CAPEX has been assumed.”*
- 4.5 The Authority sought further clarification on the aspect of capex for the FY 2022-23. In response, vide email dated 06.07.2023, M/s GSEC IndoThai, inter-alia, stated that *“A capex of Rs. 35.74 crores over a period of five years i.e., from FY 2022-23 to 2026-27. It may also be noted that presently we are working with adhoc tariff approval received in IndoThai Airport Management*

Services Private Limited (ITAMSPL) and have already deployed equipment to the tune of Rs. 11.41 crores out of the total projections of Rs. 35.74 crores projected for next four years. It is hereby clarified that a assets amounting to Rs. 11.41 crores deployed by ITAMSPL will be transferred to GSEC IndoThai at cost and has been considered in the capex plan of Rs. 14.71 crores for FY 2023-24. At Jaipur airport, ISP has to provide services to various types of aircrafts including wide body and narrow body aircraft. In order to provide proper services, ISP has to deploy costly equipment, considering safety of the aircraft". Subsequently, the ISP was requested to furnish the copies of invoices w.r.t. to the capex incurred in FY 2022-23 and for FY 2023-24. In response, vide email dated 14.07.2023, M/s GSEC IndoThai has shared copies of invoices of major equipment purchased during the FY 2022-23 and has also stated that the procurement process of equipment for the future tariff years is under process. Further, in the FY 2023-24, no equipment has been purchased till date. The Authority has noted the response of the ISP and is of the view that the ISP has to employed the necessary Capex to maintain the sufficient Ground Handling equipment for smooth conduct of the operation at the airport.

- 4.6 The Authority, based on its examination, observes that M/s GSEC IndoThai has proposed only necessary CAPEX for the assets which are essential for the smooth conduct of business operations. The Authority, therefore, proposes to consider the CAPEX for the First Control Period as per Table 5 above.

Authority's Proposal regarding CAPEX for the First Control Period

- 4.7 Based on the material before it and its analysis, the Authority proposes to consider the projected CAPEX for the First Control Period as per Table 5.

CHAPTER 5: OPERATING EXPENDITURE AND PROFITABILITY

GSEC Indo Thai's Submission on Operating Expenditure for the First Control Period

- 5.1 As provided in Clause 9.4 of the CGF Guidelines, the Operation and Maintenance (O&M) Expenditure shall include all expenditures incurred by the Service Provider including expenditure incurred on security operating costs, other mandated operating costs and statutory operating costs.
- 5.2 Operation and Maintenance Expenditures of M/s GSEC Ind-Thai for its Ground Handling operations at Jaipur International Airport, have been broadly categorized as under:
- Payroll Cost;
 - Repair and Maintenance Costs;
 - Concession Fee;
 - Utilities & Outsourcing, and
 - Administrative and General Expenses.
- 5.3 As per the MYTP submission, Revenue, Operating Expenditure (OPEX) and Profitability projected by the ISP for the First Control Period (FY 2022-23 to FY 2026-27) is as under:

Table 7: Revenue, Operating Expenditure and Profitability projected by M/s GSEC IndoThai for the First Control Period.

Particulars	(₹ in Lakhs)					TOTAL (FY 22-23 to FY 26-27)
	2022-23 [#]	2023-24	2024-25	2025-26	2026-27	
Revenue from Regulated Services (A)	421.22	2293.68	2460.00	2630.00	2814.00	10618.90
Operating Expenditure (OPEX)						
Payroll Cost (i)	151.77	870.61	933.74	998.27	1068.11	4022.5
Repair and Maintenance Costs (ii)	8.19	114.68	123.62	132.85	142.00	521.34
Concession Fee (iii)	130.41	774.12	824.10	881.05	943.00	3552.68
Utilities & Outsourcing (iv)	1.66	9.77	10.51	11.26	11.97	45.17
Administrative & General Expenses (v)	106.90	147.35	158.10	170.99	182.52	765.86
Total OPEX (i+ii+iii+iv+v) = (B)	398.93	1916.54	2050.07	2194.42	2347.60	8907.56
Earnings Before Interest, Tax, Depreciation and Amortization (EBITDA) (A-B)	22.29	377.14	409.93	435.58	466.40	1711.34
Depreciation and Amortization	114.14	147.11	286.90	296.83	284.38	1129.36
Interest & Finance Charges	168.70	247.93	344.28	372.98	478.68	1612.57
Profit Before Tax (PBT)	-260.55	-17.90	-221.25	-234.23	-296.66	-1030.59
Provision for Tax*	0.00	0.00	0.00	0.00	0.00	0.00
Profit After Tax (PAT)	-260.55	-17.90	-221.25	-234.23	-296.66	-1030.59

*Nil Tax Liability due to projected losses in all years of the Control Period.

[#]Actual financials of M/s ITAMSPL (parent company)

Authority’s Examination and Analysis:

5.4 The Authority analyzed the Operating Expenditure provided in Form F3 (P&L) of the MYTP for the First Control Period and observes following Y-o-Y% increase in Revenue & OPEX considered by the ISP as per Table 8 below:

Table 8: Year on Year Percentage (%) increase in the Revenue and Operation & Maintenance Expenditure during the First Control Period

Particulars	2024-25	2025-26	2026-27
Revenue from Regulated Services (A)	7%	7%	7%
Payroll Costs	7%	7%	7%
Repair and Maintenance Costs	8%	7%	7%
Concession Fee	6%	7%	7%
Utilities & Outsourcing	7%	7%	6%
Administrative & General Expenses	7%	8%	7%

5.5 The Authority’s examination of Y-o-Y % growth considered by the GSEC IndoThai for the projected OPEX from FY 2023-24 onward is given in the following sections:

a) **Payroll Cost:** The Authority notes that the ISP has projected Y-o-Y increase of 7% in Payroll Costs for the Control Period.

The Authority notes that projected increase in payroll expenses considered by the GSEC IndoThai is commensurate with the projected increase in aircraft traffic and revenues, and, it factors-in the impact of additional manpower required to meet the projected growth in aircraft traffic. Further, considering the impact of periodic increase in minimum wages and annual salary increments and related increase in statutory component like EPF etc., the Authority notes that YoY increase projected by the ISP in Payroll expenses for the First Control Period seems reasonable.

b) **Repairs and Maintenance Costs:** The Authority observes that GSEC IndoThai has projected increase in R&M expenses ranging between 7% to 8% for the Control Period. The Authority notes that overall repair and maintenance cost as % to Opening RAB is 9% during FY 2024-25, and 5% in the FY 2025-26 and FY 2026-27, as tabulated hereunder:

Particulars	FY 2023-24	FY 2024-25	FY 2025-26	FY 2026-27
Opening RAB (₹ in lakhs)	Nil	1323.99	2582.09	2671.51
Repair and Maintenance Costs	114.68	123.62	132.85	142.00
% of Opening RAB	-	9%	5%	5%

Considering the impact of annual general inflation, including annual increase in labour component of Repair & Maintenance Costs, the Authority notes that projected R&M expenses for the First Control Period is reasonable.

c) **Concession Fees:** The Authority notes from the concession agreement executed between JIAL and GSEC IndoThai that the ISP is required to pay concession fees @45% of Gross Revenue. The Authority notes that in respect of concession fee the increase in concession fees is in line with the increase in projected revenue.

d) Utilities and Outsourcing Costs: The Authority notes that GSEC IndoThai has proposed YoY increase ranging between 6% to 7% for the First Control Period. The Authority observes that Utility & Outsourcing costs consist of electricity expenses and water charges. These expenses are directly linked with the number of flights to be handled.

The Authority notes that YoY increase projected in Utility & Outsourcing costs is commensurate with the increase in aircraft traffic and revenue projected for the control period. Considering the above the Utility & Outsourcing costs projected for the Control Period seems reasonable.

e) Administrative & General Expenditure: The Authority observes that the YoY increase considered by GSEC IndoThai in the Administrative and General Expenditure for the Control period is ranging between 7% to 8%.

The Authority observes that out of Rs. 147.35 lakhs projected as total Administrative & General Expenses for the FY 2023-24, an amount of Rs. 75.12 lakhs have been earmarked as 'Lease Rent', which is approx. 51% of the total Administrative & General Expenses and similar trend continues for rest of the tariff years during the control period. Accordingly, a clarification was sought from the ISP regarding the aspect of lease rent. In response, it has been clarified that this lease rent is towards paved/unpaved space taken on lease from the Airport Operator for parking of equipment.

The Authority notes that considering the increase in aircraft traffic and taking into account impact of general inflation, the Y-o-Y increase projected by ISP in respect of Administrative and General Expenses for the First Control Period seems reasonable.

5.6 The Authority also notes that as per the projected profitability statement for the First Control Period (*Table no. 7*) that GSEC IndoThai likely to have positive EBITDA during each year of the First Control Period. Also, after taking into consideration the projected amount of Depreciation and Amortization, the projected EBIT of the ISP is positive for the last four tariff years (FY 2023-24, 2024-25, 2025-26 and 2026-27).

Authority's Proposals regarding Operation and Maintenance Expenses for the First Control Period:

5.7 Based on the available facts and its analysis, the Authority proposes to consider the OPEX for the First Control Period as per Table 7.

CHAPTER 6: ANNUAL TARIFF PROPOSAL

M/s GSEC IndoThai submissions on Annual Tariff Proposal for the First Control Period as part of MYTP

6.1 M/s GSEC IndoThai has submitted a Tariff proposal for Ground Handling Services in respect of Scheduled Flights at Jaipur International Airport for the First Control Period (FY 2022-23 to FY 2026-27) as given in Table below:

Table 9: Proposed Tariff Rates for Schedule Flights submitted by M/s GSEC IndoThai for the First Control Period

(Rates in ₹)

(A) Passenger Flights												
	FY 2023-24			FY 2024-25			FY 2025-26			FY 2026-27		
	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full
Domestic Passenger Flight												
Code B	5198	7798	12996	5472	8208	13680	5760	8640	14400	6080	9120	15200
Code C	6931	10397	17328	7296	10944	18240	7680	11520	19200	8080	12120	20200
Code D	8664	12996	21660	9120	13680	22800	9600	14400	24000	10120	15180	25300
Code E	20794	31190	51984	21888	32832	54720	23040	34560	57600	24240	36360	60600
Code F	41587	62381	103968	43776	65664	109440	46080	69120	115200	48520	72780	121300
International Passenger Flight												
Code B	21101	49236	70337	22212	51827	74039	23381	54555	77936	24600	57400	82000
Code C	21660	50540	72200	22800	53200	76000	24000	56000	80000	25260	58940	84200
Code D	26858	62670	89528	28272	65968	94240	29760	69440	99200	31320	73080	104400
Code E	35522	82886	118408	37392	87248	124640	39360	91840	131200	41430	96670	138100
Code F	40721	95015	135736	42864	100016	142880	45120	105280	150400	47520	110880	158400
(B) Cargo Flights												
Domestic Cargo Flight												
	FY 2023-24			FY 2024-25			FY 2025-26			FY 2026-27		
	Ramp			Ramp			Ramp			Ramp		
Code B	39710			41800			44000			46200		
Code C	54150			57000			60000			63000		
Code D	144400			152000			160000			168000		
Code E	189525			199500			210000			220500		
Code F	225625			237500			250000			262500		
International Cargo Flight												
Code B	64980			68400			72000			75600		
Code C	158840			167200			176000			184800		
Code D	180500			190000			200000			210000		
Code E	198550			209000			220000			231000		
Code F	231040			243200			256000			268800		

6.2 M/s GSEC IndoThai has proposed the following % increase in the Tariff for Schedule Flights at Jaipur International Airport as stated in the table below:

Table 10: Statement of YoY Percentage (%) Change in Different Category of Scheduled Flights for the First Control Period

(A) Passenger Flights												
	FY 2023-24			FY 2024-25			FY 2025-26			FY 2026-27		
	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full
Domestic Passenger Flight												
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 Passenger Flight												
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%
(B) Cargo Flights												
Domestic Cargo Flight												
	FY 2023-24			FY 2024-25			FY 2025-26			FY 2026-27		
	Ramp			Ramp			Ramp			Ramp		
Code B	5%			5%			5%			5%		
Code C	5%			5%			5%			5%		
Code D	5%			5%			5%			5%		
Code E	5%			5%			5%			5%		
Code F	5%			5%			5%			5%		
International Cargo Flight												
Code B	5%			5%			5%			5%		
Code C	5%			5%			5%			5%		
Code D	5%			5%			5%			5%		
Code E	5%			5%			5%			5%		
Code F	5%			5%			5%			5%		

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

Table 11: Proposed Tariff Rates for Non-Scheduled Flights submitted by GSEC IndoThai for the First Control Period

A/C Category	FY 2023-24		FY 2024-25		FY 2025-26		FY 2026-27	
	Domestic	International	Domestic	International	Domestic	International	Domestic	International
MTOW								
Helicopter	7446	13321	7838	14022	8250	14760	8663	15498
≤6000	11191	27382	11780	28823	12400	30340	13020	31857
>6000 - 12000	15568	37003	16388	38950	17250	41000	18113	43050
>12000 - 25000	24819	42553	26125	44793	27500	47150	28875	49508
>25000 - 40000	37228	64754	39188	68163	41250	71750	48313	75338
>40000 - 70000	47968	81406	50493	85690	53150	90200	55807	94710
>70000 - 100000	81225	109157	85500	114903	90000	120950	94500	126998
> 100000 - 150000	112813	162811	118750	171380	125000	180400	131250	189420
> 150000 & above	135375	185013	142500	194750	150000	205000	157500	215250

Authority’s Examination and Analysis:

- 6.4 The Authority notes that in the case of Scheduled Flights (Domestic and International), the ISP has proposed 5% YoY increase in Tariff Rates from FY 2024-25 onward (*Table 10*).
- 6.5 The Authority also notes that GSEC IndoThai has proposed a separate Tariff Rate card for Non-Scheduled Flights and has proposed an increase of 5% YoY basis from FY 2024-25 onward (*Table 11*).
- 6.6 The Authority, taking into consideration Aircraft Traffic projected by the ISP for the Control Period and projected increase in Operating Expenditure, due to factors like increase in number of manpower, annual increase in salary and wages, general inflation etc., notes that ISP requires adequate revenue to cover up the Operating Costs and get reasonable return on its investments. In view of this, the Authority notes that 5% increase in Tariff Rates considered by the ISP on YoY basis from FY 2024-25 onward appears reasonable.
- 6.7 The Authority is of the view that the Tariff for Domestic Non-Scheduled and General Aviation Operations, including Item-wise Charges for Ground Handling Services, should not be more than the Tariff of relevant Domestic Scheduled Flights for a similar class of Aircraft(s). However, the Authority proposes to consider the separate Tariff in case of International “Non-Scheduled & General Aviation Operations” as per **Annexure-II**.
- 6.8 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 15th of the month will be applicable for the second fortnight.
- 6.9 Further, GSEC IndoThai should ensure compliance towards Standardization of Ground Handling Equipment at Jaipur International Airport in accordance with the directives issued by the Ministry of Civil Aviation, vide its letter no. AV-24011/10/2021-AAI-MOCA dated 27.10.2022.

Authority’s Proposals regarding Tariff for Ground Handling Services for the First Control Period:

Based on the available facts and its analysis, the Authority proposes the following Tariff structure and Annual Tariff Proposal for the First Control Period:

- 6.10 To consider the Tariff Rates for Ground Handling Services provided by GSEC IndoThai at Jaipur International Airport in respect of Scheduled Flights, International “Non-Scheduled & General Aviation Operations” and Item-wise Tariff Rate Card for Non-Scheduled Operators, for the First Control Period as per **Annexures (I, II & III)**.
- 6.11 The Tariff for Domestic Non-Scheduled and General Aviation Operations, including Item-wise Charges for Ground Handling Services, shall not exceed the approved Tariff(s) for relevant Domestic Scheduled Flights for similar class of Aircraft(s).
- 6.12 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 prevailing as on the 15th of the month will be applicable for the second fortnight.
- 6.13 The Tariff Rates indicated in **Annexures (I, II & III)** shall be maximum Tariff to be charged. No other charge is to be levied over and above the approved Tariff Rates.
- 6.14 M/s GSEC IndoThai shall ensure compliance towards Standardization of Ground Handling Equipment at Jaipur International Airport in accordance with the directives issued by Ministry of Civil Aviation vide its letter no. AV-240 11/10/2021-AAI-MOCA dated 27.10.2022.

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 GSEC IndoThai providing Ground Handling Services at Jaipur International Airport, for Stakeholders’ Consultation purpose:

Chapter	Para	Summary of Authority’s Proposals	Page No.
Chapter No.2	2.7	The Authority proposes to consider the Tariff determination exercise for M/s GSEC Indo-Thai, in respect of Ground Handling Services being provided by the ISP at Jaipur International Airport, under the ‘ Light Touch Approach ’ for the First Control Period, as the regulated service is deemed ‘ Not Material ’.	9
Chapter No. 3	3.10	The Authority proposes to consider the Aircraft Traffic (Flights to be handled by the ISP) for the last four tariff years (i.e., FY 2023-24, 2024-25, 2025-26 and 2026-27) of the First Control Period as per Table 4.	12
Chapter No. 4	4.7	The Authority proposes to consider the projected CAPEX for the First Control Period as per Table 5.	15
Chapter No. 5	5.7	The Authority proposes to consider the OPEX for the First Control Period as per Table 7.	18
Chapter No. 6	6.10	The Authority proposes to consider the Tariff Rates for Ground Handling Services provided by M/s GSEC IndoThai at Jaipur International Airport in respect of Scheduled Flights, International “Non-Scheduled & General Aviation Operations” and Item-wise Tariff Rate Card for Non-Scheduled Operators, for the First Control Period as per Annexures (I, II & III) .	22
	6.11	The Tariff for Domestic Non-Scheduled and General Aviation Operations, including Item-wise Charges for Ground Handling Services, shall not exceed the approved Tariff(s) for relevant Domestic Scheduled Flights for similar class of Aircraft(s).	
	6.12	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 prevailing as on the 15th of the month will be applicable for the second fortnight.	
	6.13	The Tariff Rates indicated in Annexures (I, II & III) shall be maximum Tariff to be charged. No other charge is to be levied over and above the approved Tariff Rates.	
	6.14	The Authority proposes that M/s GSEC IndoThai shall ensure compliance towards Standardization of Ground Handling Equipment at Jaipur International Airport in accordance with the directives issued by Ministry of Civil Aviation vide its letter no. AV-240 11/10/2021-AAI-MOCA dated 27.10.2022.	

CHAPTER 8: STAKEHOLDER CONSULTATION

- 8.1 In accordance with the provisions of Section 13(4) of the AERA Act, the Authority's proposals contained in Chapter 7 above are hereby put forth for Stakeholders 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 & III**).
- 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 hereto 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 proposals made in Chapter 7 above, latest by **18/08/2023**.

**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 M/S GSEC INDO-THAI GROUND HANDLING PRIVATE LIMITED IN RESPECT OF DOMESTIC* & INTERNATIONAL SCHEDULED FLIGHTS FOR THE FIRST CONTROL PERIOD (FY 2022-23 to FY 2026-27) FOR STAKEHOLDERS' CONSULTATION

Tariff Rates for Ground Handling Services

(Rates in ₹)

(A) Passenger Flights												
	FY 2023-24			FY 2024-25			FY 2025-26			FY 2026-27		
	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full
Domestic Passenger Flight												
Code B	5198	7798	12996	5472	8208	13680	5760	8640	14400	6080	9120	15200
Code C	6931	10397	17328	7296	10944	18240	7680	11520	19200	8080	12120	20200
Code D	8664	12996	21660	9120	13680	22800	9600	14400	24000	10120	15180	25300
Code E	20794	31190	51984	21888	32832	54720	23040	34560	57600	24240	36360	60600
Code F	41587	62381	103968	43776	65664	109440	46080	69120	115200	48520	72780	121300
International Passenger Flight												
Code B	21101	49236	70337	22212	51827	74039	23381	54555	77936	24600	57400	82000
Code C	21660	50540	72200	22800	53200	76000	24000	56000	80000	25260	58940	84200
Code D	26858	62670	89528	28272	65968	94240	29760	69440	99200	31320	73080	104400
Code E	35522	82886	118408	37392	87248	124640	39360	91840	131200	41430	96670	138100
Code F	40721	95015	135736	42864	100016	142880	45120	105280	150400	47520	110880	158400
(B) Cargo Flights												
Domestic Cargo Flight												
	FY 2023-24			FY 2024-25			FY 2025-26			FY 2026-27		
	Ramp			Ramp			Ramp			Ramp		
Code B	39710			41800			44000			46200		
Code C	54150			57000			60000			63000		
Code D	144400			152000			160000			168000		
Code E	189525			199500			210000			220500		
Code F	225625			237500			250000			262500		
International Cargo Flight												
Code B	64980			68400			72000			75600		
Code C	158840			167200			176000			184800		
Code D	180500			190000			200000			210000		
Code E	198550			209000			220000			231000		
Code F	231040			243200			256000			268800		

*Tariff for Domestic Scheduled Flights is also applicable to Domestic Non-Scheduled & General Aviation 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 M/S GSEC INDO-THAI GROUND HANDLING PRIVATE LIMITED IN RESPECT OF INTERNATIONAL “NON-SCHEDULED & GENERAL AVIATION OPERATIONS” FOR THE FIRST CONTROL PERIOD (FY 2022-23 to FY 2026-27) FOR STAKEHOLDERS’ CONSULTATION

Tariff Rates for Ground Handling Services

(Rates in ₹)

Financial Year	2023-24		2024-25		2025-26		2026-27	
	Domestic	International	Domestic	International	Domestic	International	Domestic	International
MTOW								
Helicopter	7446	13321	7838	14022	8250	14760	8663	15498
≤ 6000	11191	27382	11780	28823	12400	30340	13020	31857
>6000 - 12000	15568	37003	16388	38950	17250	41000	18113	43050
>12000 - 25000	24819	42553	26125	44793	27500	47150	28875	49508
>25000 - 40000	37228	64754	39188	68163	41250	71750	48313	75338
>40000 - 70000	47968	81406	50493	85690	53150	90200	55807	94710
>70000 - 100000	81225	109157	85500	114903	90000	120950	94500	126998
> 100000 - 150000	112813	162811	118750	171380	125000	180400	131250	189420
> 150000 & Above	135375	185013	142500	194750	150000	205000	157500	215250

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.

ANNEXURE –III

PROPOSED TARIFF RATE CARD FOR M/s GSEC INDOTHAI GROUND HANDLING PRIVATE LIMITED PROVIDING GROUND HANDLING SERVICES AT JAIPUR INTERNATIONAL AIRPORT FOR STAKEHOLDERS’ CONSULTATION

**Maximum Tariff for Item-wise Charges in respect of Domestic & International
“Non-Scheduled Operators & General Aviation”
for FY 2023-24 to FY 2026-27 of the First Control Period**

(Rates in ₹)

Sl. No.	SERVICES	UNIT	For the FY 2023-24		For the FY 2024-25		For the FY 2025-26		For the FY 2026-27	
			Dom.*	Intl.	Dom.*	Intl.	Dom.*	Intl.	Dom.*	Intl.
1	Air Conditioning Unit (NB)	Per Hour	15,000	11,100	16,480	12,210	18,000	13,431	18,000	13,431
2	Air Conditioning Unit (WB)	Per Hour	25,000	18,750	27,520	20,625	30,400	22,700	30,400	22,700
3	Air Starter Unit (NB)	Per Start	15,000	7,500	16,480	8,250	18,000	9,075	18,000	9,075
4	Air Starter Unit (WB)	Per Start	25,000	18,750	27,520	20,625	30,400	2,27,400	30,400	2,27,400
5	Aircraft Disinfection-Freighter Aircrafts	Per Service	16,000	3,000	17,600	3,300	19,200	3,630	19,200	3,630
6	Aircraft Disinfection- Pax Aircrafts Code C	Per Service	8,000	4,000	8,800	4,400	9,600	4,840	9,600	4,840
7	Aircraft Disinfection- Pax Aircrafts Code D/E	Per Service	32,000	25,000	35,200	27,500	38,800	30,250	38,800	30,250
8	Aircraft Disinfection- Pax Aircrafts Code F	Per Service	40,000	-	44,000	-	48,400	-	48,400	-
9	Aircraft Marshalling	Per Service	2,480	1,875	2,800	2,050	3,200	2,255	3,200	2,255
10	Ambulift	Per flight leg	10,000	5,000	11,040	5,500	12,000	6,050	12,000	6,050
11	Apron Transport (Passenger)	Per Trip	1,600	950	1,760	1,050	2,000	1,150	2,000	1,150
12	Arrange non-scheduled Crew Hotel Accommodation (HOTAC)	Per flight	10% of Exp.		10% of Exp.		10% of Exp.		10% of Exp.	
13	ATC payment services	Per flight	10% of Exp.		10% of Exp.		10% of Exp.		10% of Exp.	
14	Baggage ID	Per Service	10% of Exp.		10% of Exp.		10% of Exp.		10% of Exp.	
15	Baggage /Cargo cart	Per Hour	10% of Exp.		10% of Exp.		10% of Exp.		10% of Exp.	
16	Blue collar staff	Per staff per hour	800	400	880	450	2,000	500	2,000	500
17	Crew Transport	Per Trip	1,600	950	1,760	1,045	1,600	1,150	1,600	1,150
18	Deportee/Inadmissible (INAD) handling	Per passenger	1,200	-	1,360	-	1,520	-	1,520	-
19	Excess Baggage Fee(% of collection)	As per collection	10% of Exp.		10% of Exp.		10% of Exp.		10% of Exp.	
20	Exterior Cleaning - NB	Per Service	-	52,500	-	57,750	-	63,525	-	63,525
21	Exterior Cleaning - WB	Per Service	-	1,50,000	-	1,65,000	-	1,81,500	-	1,81,500
22	Ground Power unit 90KVA	Per Hour	10,000	4,700	11,040	5,170	12,000	5,690	12,000	5,690
23	Ground Power unit 180KVA	Per Hour	16,800	9,400	18,480	10,350	20,400	11,400	20,400	11,400
24	Interior Deep Cleaning - NB	Per Service	8,000	5,000	8,800	5,500	9,680	6,050	9,680	6,050
25	Interior Deep Cleaning - WB	Per Service	24,000	15,000	26,400	16,500	29,200	18,150	29,200	18,150
26	Passenger Step (mobile-NB)	Per Hour	4,000	1,375	45,200	1,510	4,800	16,561	4,800	16,561
27	Passenger Step (mobile-WB)	Per Hour	8,000	2,750	8,800	3,025	9,680	3,330	9,680	3,330
28	Pushback for narrow body aircraft	Per Push	10,000	5,000	11,200	5,500	12,400	6,050	12,400	6,050
29	Pushback for wide body aircraft	Per Push	20,000	10,000	22,000	11,000	24,400	12,100	24,400	12,100
30	Toiler truck	Per Service	2,400	1,375	2,800	1,510	3,200	1,660	3,200	1,660
31	Towing of narrow body aircraft	Per Tow	10,000	5,000	11,200	5,500	12,400	6,050	12,400	6,050
32	Towing of wide body aircraft	Per Tow	20,000	10,000	22,000	11,000	24,000	12,100	24,000	12,100
33	Unaccompanied Minor (UM) Handling	per UM	1,200	950	1,360	1,045	1,600	1,150	1,600	1,150
34	Vacuum Cleaner	Per Hour	4,000	3,750	4,400	4,125	4,800	4,550	4,800	4,550
35	VIP Vehicle (Innova range)	Per Trip	20,000	10,000	22,000	11,000	24,000	12,100	24,000	12,100

36	VIP Vehicle (Luxury-Mercedes/BMW/AUDI range)	Per Trip	40,000	25,000	44,000	27,500	48,400	30,250	48,400	30,250
37	Water truck	Per Service	2,400	1,375	2,640	1,510	2,800	1,660	2,800	1,660
38	Wheel chair	Per Service	2,400	400	2,640	440	2,800	485	2,800	485
39	White Collar Staff	Per staff per hour	1,200	600	1,360	660	1,600	725	1,600	725

* Tariff for Domestic Scheduled Flights is also applicable to Domestic Non-Scheduled and General Aviation Flights.
Dom. = Domestic; Intl. = International

Notes:

- Above Tariff Rates are excluding of all applicable taxes, if any.
- 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.