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

परामर्श पत्र संख्या 12/2023-24
Consultation Paper No. 12/2023-24



सत्यमेव जयते

भारतीय विमानपत्तन आर्थिक विनियामक प्राधिकरण
Airports Economic Regulatory Authority of India

मैसर्स इंडोथाई अमृतसर प्राइवेट लिमिटेड (आई.टी.ए.पी.एल.) द्वारा श्री गुरू राम दासजी अंतर्राष्ट्रीय हवाईअड्डा, अमृतसर 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 INDOTHAI AMRITSAR PRIVATE LIMITED
(ITAPL) AT SRI GURU RAM DAS JEE INTERNATIONAL AIRPORT, AMRITSAR
FOR THE FIRST CONTROL PERIOD (FY 2022-23 TO FY 2026-27)

जारी करने की तारीख : 06.09.2023

Date of Issue: 06.09.2023

ऐरा बिल्डिंग/AERA Building
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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 IndoThai Amritsar Private Limited (ITAPL) for providing Ground Handling Services at Sri Guru Ram Dass Jee International Airport, Amritsar. 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. 12/2023-24 dated 06/09/2023 are invited from the Stakeholders, preferably in electronic form, at the following address:

Director (P&S, Tariff),
Airports Economic Regulatory Authority of India (AERA),
AERA Administrative Complex,
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Last date for submission of Stakeholders' Comments	27/09/2023
Last date for submission of Counter Comments	04/10/2023

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
COD	Commercial Operations Date
CGF	Cargo Facility, Ground Handling & Supply of Fuel to Aircraft
GHA	Ground Handling Agencies
GHS	Ground Handling Services
ITAPL	IndoThai Amritsar Private Limited
INR/₹	Indian Rupees
ISP	Independent Service Provider
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
SPV	Special Purpose Vehicle
YoY	Year on Year

CHAPTER 1: INTRODUCTION

- 1.1 M/s IndoThai Amritsar Pvt. Ltd. (ITAPL) vide letter dated 24.09.2021 informed the Authority that M/s IndoThai Airport Management Services Pvt. Ltd. had been selected through RFP selection process by Airports Authority of India (AAI) for providing Ground Handling Services at Sri Guru Ram Das Jee International Airport, Amritsar, for a period of 10 years from the Commercial Operations Date (“COD”) subject to an extension by a year at the sole discretion of the AAI. In accordance of clause 5 of Letter of Intent (LOI) dated 19.02.2021, a Special Purpose Vehicle (SPV) “ITAPL” was incorporated on 24.03.2021 for providing Ground Handling Services (GHS) at Amritsar International Airport.
- 1.2 The shareholding structure of the M/s ITAPL (SPV) is tabulated below:

Table-1: Shareholding Structure of M/s ITAPL:

Name of Shareholder	No. of Equity Shares	Equity Holding (%)
M/s IndoThai Airport Management Services Pvt. Ltd.	9900	99%
Shyam Sundar Malani	100	1%
Total	10,000	100%

- 1.3 Subsequently, M/s ITAPL, vide letter dated 18.05.2022, submitted copies of Certificate of Incorporation of SPV and Security Clearance given by Bureau of Civil Aviation (BCAS). ISP vide above referred letter requested the Authority to allow them to charge the same Tariff, as approved by AERA for the other Ground Handling Service Provider at Amritsar Airport namely, AI Airport Services Limited (earlier known as Air India Airport Services Limited), on ad-hoc basis. Thereafter, M/s ITAPL vide letter dated 10.08.2022 submitted a copy of Concession Agreement dated 08.08.2022, executed between AAI & M/s ITAPL.
- 1.4 The Authority noted that SPV “ITAPL” has obtained the security clearance from BCAS vide its letter dated 12.05.2022, valid for a period of 5 years, from the date of issue of security clearance.
- 1.5 Considering the request of M/s ITAPL, the Authority, vide Order No. 17/2022-23 dated 18.08.2022 allowed M/s ITAPL to levy the prevailing tariff for Ground Handling Services as applicable to AI Airport Services Ltd. at Sri Guru Ram Das Jee International Airport, Amritsar, on ad-hoc basis, w.e.f. 22.08.2022 to 31.03.2023. Subsequently, the Authority, vide Order No. 42/2022-23 dated 23.03.2023 extended the ad-hoc tariff (prevailing as on 31.03.2023) for the further period up to 30.09.2023, or, till the finalization of regular tariff for the ISP, whichever is earlier.
- 1.6 The ISP, vide letter dated 13.06.2023 submitted its Multi Year Tariff Proposal (MYTP) for the determination of Tariff in respect of Ground Handling Services being provided by the service provider at Amritsar International Airport. The Authority during the initial review

of the MYTP observed some shortcomings/ information gaps; accordingly, various clarifications / additional details were sought from the ISP. After regular follow-up, based on the AERA observations, the ISP submitted the revised MYTP for the First Control Period (FY 2022-23 to FY 2026-27) on 19.08.2023.

- 1.7 The Authority, after having examined the MYTP submission of the M/s ITAPL 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 THE TARIFF FOR AERONAUTICAL SERVICES

- 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:

MATERIALITY ASSESSMENT:

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

$$\begin{aligned} \text{The Materiality Index for Amritsar Airport} &= 4,692/420772 \\ &= 1.12\% \end{aligned}$$

The percentage share of Amritsar International Airport for FY 2019-20 in respect of International Aircraft Movements is 1.12%, 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 Amritsar International Airport. Considering that the aviation industry was severely affected by the unprecedented event of covid-19 pandemic, the Authority has considered pre-pandemic year i.e. FY 2019-20 for determining Materiality Index of the Regulated Service.

- 2.3 As per the information furnished by M/s ITAPL in Form F1 (b) on competition Assessment, M/s AI Airport Services Limited (AIASL) is also rendering similar services at Amritsar 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 The tariff determination exercise for the ISP in the instant proposal is being done under the “Light Touch Approach”. However, it is pertinent to mention that even under the Light Touch Approach, the Authority examines the various regulatory building blocks & underlying assumptions/ basis thereof, including projected Revenues, CAPEX, OPEX, Traffic Volumes, etc. considered by the ISP, so as to assess the reasonableness of various projections, including tariff proposed by the

service provider. Accordingly, in accordance with CGF Guidelines (Clause 11.3), wherever required, necessary clarifications/ additional details etc., related to pertinent aspects of the proposal are sought from the service provider.

2.6 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.

2.7 The Authority notes that M/s ITAPL has submitted the Annual Tariff Proposal (ATP) along with its MYTP. The ISP conducted stakeholders' consultation meetings on 6th March, 2023 and has submitted Minutes of Meetings (MoM) to the Authority.

It is observed from MoM that only one stakeholder i.e., the representatives of Batika Air participated in the above referred Meeting. From the MoM, it is not clear whether all the stakeholders were invited for the consultation meeting and relevant information pertaining to MYTP, including tariff proposed for the control period by the ISP, was shared with the stakeholders.

2.8 In view of the above, the ISP is advised to hold the stakeholders' consultation meeting again and share the relevant information pertaining to the MYTP, including details of proposed Tariff for ground handling services, etc. to the stakeholders, well in advance of scheduled date of meeting, so as to enable the stakeholders to participate in the consultation process a meaningful manner. Further, the ISP to submit the minutes of meeting to the Authority, accordingly.

2.9 **Authority's Proposal regarding Methodology of Tariff Determination for M/s ITAPL:**

Based on the material before it and its analysis, the Authority proposes to consider the Tariff determination exercise for M/s ITAPL, in respect of Ground Handling Services being provided by the ISP at Sri Guru Ram Dass Jee International Airport, Amritsar 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 ITAPL submission on Projected Aircraft Traffic for the First Control Period

3.1 Actual Aircraft Traffic (No. of Landings) handled at Sri Guru Ram Dass Jee International Airport, Amritsar from FY 2018-19 to FY 2022-23 is given below:

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

Year	Total number of Landing at Amritsar International Airport			Y-o-Y % increase		
	Domestic	International	Total	Domestic	International	Total
2018-19	6240	2713	8953	--	--	--
2019-20	6195	2346	8541	-1%	-14%	-5%
2020-21	3200	809	4008	-48%	-66%	-53%
2021-22	5391	1361	6752	68%	68%	68%
2022-23	7468	2293	9761	39%	68%	45%

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

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

Year	Flights to be handled by M/s ITAPL 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	124	52	176	-	-	-
2023-24	1540	323	1863	-	-	-
2024-25	1620	342	1962	5%	6%	5%
2025-26	1700	360	2060	5%	5%	5%
2026-27	1790	380	2170	5%	6%	5%
TOTAL	6774	1457	8231			

Authority's Examination and Analysis:

- 3.3 The Authority noted that M/s ITAPL, in its MYTP has considered FY 2021-22 as first tariff year and FY 2025-26 as last tariff year of the First Control Period and has based its MYTP projections pertaining to CAPEX, OPEX, Traffic Volumes etc. accordingly. As the ISP started its commercial operations during FY 2022-23 (with effect from 29.08.2022), 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 First Control Period (FY 2022-23 to FY 2026-27) for the M/s ITAPL. Accordingly, the ISP was advised to revise its MYTP submission, including Traffic Volumes projected for the First Control Period.
- 3.4 M/s ITAPL, vide email dated 19.08.2023 submitted its revised aircraft traffic figures for the First Control Period (FY 2022-23 to FY 2026-27).
- 3.5 The Authority observes that the projected aircraft traffic (flights to be handled by the ISP) shows significant increase in FY 2023-24 as compared with the actual traffic handled by the ISP in FY 2022-23. In this regard, M/s ITAPL vide email dated 22.08.2023 clarified that FY 2022-23 was their first year of operations at Amritsar Airport and the airlines operating at the airport were already having a contract with other Ground Handling Agency, moreover they had operated for 7 months w.e.f. 29.08.2022, which resulted in lower turnaround (flights handled) in FY 2022-23 as compared to succeeding year. As the ISP operated partially during the FY 2022-23, the traffic volume figures for FY 2022-23 are miniscule as compared to subsequent year i.e., FY 2023-24 and it may not be appropriate to compare projected aircraft traffic of FY 2023-24 with actual traffic handled in FY 2022-23. Accordingly, FY 2023-24 has been taken as a base year for year-on-year comparison.
- 3.6 The Authority notes that M/s ITAPL from FY 2024-25 onward has projected Y-o-Y increase of 5% in total number of flights to be handled, during the remaining tariff years of the Control Period.
- 3.7 As per the statistics available at AAI website, the total Aircraft Traffic (Domestic and International) at Amritsar International Airport for the FY 2022-23 had surpassed the actual 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, Amritsar International Airport handled 19521 number of landings (both Domestic and International flights) and the ISP has projected 1863 flights (Domestic and International flights) to be handled during the FY 2023-24, which is approx. 19% of the actual number of flights landing at the Airport for the FY 2022-23.
- 3.8 The Authority notes that the ISP has commenced its commercial operations in the middle of FY 2022-23 and it will take some time for the ISP to expand its customer base at the airport. Further, taking into account the market competition due to presence of other ground handling agency at the Amritsar Airport, the aircraft traffic volumes (flights to be handled) projected by the ISP for FY 2023-24 to FY 2026-27 seems reasonable. Accordingly, the Authority proposes to consider Aircraft Traffic projections (flights to be handled by the ISP) as submitted by the M/s ITAPL for the last four tariff years (i.e., FYs 2023-24 to FY 2026-27) of the First Control Period as given in Table 3 above.

3.9 **Authority's proposal regarding Aircraft Traffic Volumes (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 to 2026-27) of the First Control Period as per the Table 3 above.

CHAPTER 4: CAPITAL EXPENDITURE

M/s ITAPL 's Submission on Capital Expenditure for the First Control Period

4.1 M/s ITAPL has projected a total Capital Expenditure (CAPEX) of ₹ 4069.10 Lakhs for the First Control Period. CAPEX is proposed to be incurred during FY 2023-24 to FY 2026-27. The year-wise Capital Expenditure projected by ISP is given below:

Table 4: Projected Capital Expenditure submitted by M/s ITAPL for the First Control Period

(₹ in Lakhs)

Particulars	2022-23*	2023-24	2024-25	2025-26	2026-27	Total
Ground Handling Equipment	1887.85	687.50	217.00	374.60	230.00	3396.95
Vehicles	260.00	170.00	160.00	15.00	10.00	615.00
Furniture and Fittings	-	20.00	5.00	2.15	5.00	32.15
Office Equipment	-	10.00	5.00	5.00	5.00	25.00
Total	2147.85	887.50	387.00	396.75	250.00	4069.10

*Actual CAPEX incurred in FY 2022-23.

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

Table 5: Breakup of Capital Expenditure as submitted by M/s ITAPL for the First Control Period

(₹ in Lakhs)

Sl. no.	Particulars	Cost/ Unit (₹ in lakhs)	2022-23		2023-24		2024-25		2025-26		2026-27		Total
			Qty.	Amount	Qty.	Amount	Qty.	Amount	Qty.	Amount	Qty.	Amount	
1.	Ground Handling Equipment:												
	Push Back - Medium	90.00	1	90.00	1	90.00	0	0.00	1	90.00	0	0.00	270.00
	Push Back - Heavy	350.00	1	350.00	0	0.00	0	0.00	0	0.00	0	0.00	350.00
	Towbar	7.50	4	30.00	0	0.00	2	15.00	2	15.00	1	7.50	67.50
	MDL	375.00	1	375.00	0	0.00	0	0.00	0	0.00	0	0.00	375.00
	LDL	235.00	2	470.00	0	0.00	0	0.00	0	0.00	0	0.00	470.00
	Tugs	25.00	0	0.00	1	25.00	0	0.00	1	25.00	1	25.00	75.00
	Electric Baggage Tractors	35.00	6	210.00	0	0.00	2	70.00	1	35.00	0	0.00	315.00
	Air Cooler Unit - 110 Ton	137.00	0	0.00	1	137.00	0	0.00	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	1	36.00	108.00

	Air start unit - 300 ppm	113.00	1	113.00	1	113.00	0	0.00	0	0.00	0	0.00	226.00
	Conveyor belt- Electrical (Motorised)	35.00	0	0.00	1	35.00	0	0.00	1	35.00	0	0.00	70.00
	Conveyor belt towable	8.00	0	0.00	3	24.00	3	24.00	1	8.00	1	8.00	64.00
	Pax step Motorised wide body	42.00	0	0.00	2	84.00	1	42.00	0	0.00	1	42.00	168.00
	Towable Pax Step ladder	8.00	8	64.00	4	32.00	3	24.00	2	16.00	0	0.00	136.00
	Lavatory truck - Motorised	20.00	1	20.00	0	0.00	0	0.00	1	20.00	1	20.00	60.00
	Water truck - Motorised	20.00	1	20.00	0	0.00	0	0.00	1	20.00	1	20.00	60.00
	Towable toilet cart WITH MOTOR	4.00	1	4.00	0	0.00	1	4.00	2	8.00	1	4.00	20.00
	Towable water cart WITH MOTOR	4.00	1	4.00	0	0.00	1	4.00	2	8.00	1	4.00	20.00
	Vaccum Cleaner	0.50	4	2.00	4	2.00	4	2.00	4	2.00	5	2.50	10.50
	Pallet Dolly	2.00	16	32.00	14	28.00	0	0.00	10	20.00	5	10.00	90.00
	Container Dolly	2.00	14	28.00	16	32.00	16	32.00	5	10.00	5	10.00	112.00
	Baggage Trolley - Open	0.50	10	5.00	15	7.50	0	0.00	25	12.50	20	10.00	35.00
	Baggage Trolley - Covered	0.65	26	16.90	26	16.90	0	0.00	50	32.50	25	16.25	82.55
	Ambulift Towable	12.00	0	0.00	1	12.00	0	0.00	0	0.00	0	0.00	12.00
	Fire Extinguisher TROLLEY	0.15	3	0.45	4	0.60	0	0.00	4	0.60	5	0.75	2.40
	TRESTLE/LADDER	2.00	3	6.00		0.00	0	0.00	1	2.00	2	4.00	12.00
	Wheelchairs	0.20	50	10.00	30	6.00	0	0.00	50	10.00	25	5.00	31.00
	Fuel Bowser	1.50	1	1.50	1	1.50	0	0.00		0.00	0	0.00	3.00
	Miscellaneous			0.00		5.00		0.00		5.00		5.00	15.00
	Total			1887.85		687.50		217.00		374.60		230.00	3396.95
2.	Vehicles:												
	Bus/coaches	80.00	3	240.00	2	160.00	2	160.00	-	5.00	0	0.00	565.00
	car/Jeeps	10.00	2	20.00	1	10.00			1	10.00	1	10.00	50.00
	Total			260.00		170.00		160.00		15.00		10.00	615.00
3.	Furniture & Fittings		0	0.00		20.00		5.00		2.15	0	0.00	32.15
4.	Office Equipment		0	0.00		10.00		5.00		5.00	0	0.00	25.00
	GRAND TOTAL			2147.85		887.50		387.00		396.75		250.00	4069.10

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

4.3 The Authority notes that the ISP had incurred a major portion of the CAPEX proposed for the Control Period, during FY 2022-23. Further, out of the total projected CAPEX (₹ 4069.10 lakhs) for the Control Period, M/s ITAPL proposed major CAPEX on the Ground Handling Equipment (₹ 3396.95 lakhs) and procurement of vehicles (₹615 lakhs).

- 4.4 The ISP vide email dated 19.08.2023 stated that they have proposed the CAPEX, considering operational requirements during the Control Period.
- 4.5 As regard to CAPEX pertaining to the FY 2022-23, the Authority sought the supporting documents towards the actual capex incurred during the referred financial year. In response thereto, M/s ITAPL vide email dated 19.08.2023 shared copies of invoices in respect of the major equipment purchased during the FY 2022-23.
- 4.6 The Authority observes that the CAPEX proposed by the service provider at the Amritsar airport mainly pertains to the ground handling equipment, vehicles etc., which are considered essential for smooth conduct of ground handling operations at the Airport.

Further, the concession agreement also mandates the procurement & maintenance of Ground Handling Equipment and Ground Handling Facilities by the concessionaire (ISP), in accordance with the minimum quality standards, to ensure the timely provision of ground handling services during the term of concession agreement.

- 4.7 The Authority, based on its examination and analysis notes that the CAPEX proposed during the First Control Period on the Ground Handling Equipment / Facilities etc. is essential for the smooth conduct of business operations. Accordingly, the Authority proposes to consider the CAPEX proposed for the First Control Period as submitted by the ISP (Table 4).
- 4.8 The Authority, in respect of the CAPEX proposed for the First Control Period, notes that the ISP would be eligible to claim GST Input Tax Credits (ITC) on various movable assets etc. In this regard, the ISP vide email dated 29.08.2023 confirmed that they are availing ITC on Capital Items, wherever available, as per the GST Law.

Authority's Proposal regarding CAPEX proposed for the First Control Period

- 4.9 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 4.

CHAPTER 5: OPERATING EXPENDITURE AND PROJECTED PROFITABILITY

ITAPL'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(s) including expenditure incurred on security operating costs, other mandated operating costs and statutory operating costs.

5.2 Operation and Maintenance Expenditures of M/s ITAPL for its Ground Handling operations at Amritsar International Airport, have been broadly categorized as under:

- a) Payroll Cost;
- b) Repair and Maintenance Costs;
- c) Concession Fee;
- d) Utilities & Outsourcing, and
- e) Administrative and General Expenses.

5.3 As per the MYTP submission, Revenue, Operating Expenditure (OPEX) and Profitability projected for the First Control Period (FY 2022-23 to FY 2026-27) by the ISP is as under:

Table 6: Revenue, Operating Expenditure and Profitability projected by M/s ITAPL for the First Control Period

(₹ in Lakhs)						
Particulars	2022-23*	2023-24	2024-25	2025-26	2026-27	TOTAL
Revenue from Regulated Services (A)	161.56	947.56	1045.76	1149.77	1269.40	4574.05
Operating Expenditure (OPEX)						
Payroll Cost (i)	63.80	438.69	460.62	483.65	507.84	1954.60
Repair and Maintenance Costs (ii)	4.61	49.00	51.45	54.02	56.72	215.80
Royalty (iii)	258.48	336.02	268.82	215.06	172.04	1250.42
Utilities & Outsourcing (iv)	0.24	1.59	1.67	1.76	1.84	7.11
Administrative & General Expenses (v)	46.60	125.15	131.46	138.08	145.05	586.34
Total OPEX (i+ii+iii+iv+v) = (B)	373.73	950.46	914.02	892.57	883.50	4014.28
Earnings Before Interest, Tax, Depreciation and Amortization (EBITDA) (A-B)	-212.17	-2.89	131.74	257.20	385.91	559.78
Depreciation and Amortization	214.79	282.06	292.55	302.97	297.67	1390.04
Interest & Finance Charges	334.27	524.00	634.00	741.00	814.00	3047.27
Profit Before Tax (PBT)	-761.23	-808.95	-794.81	-786.77	-725.77	-3877.53
Provision for Tax [#]	0.00	0.00	0.00	0.00	0.00	0
Profit After Tax (PAT)	-761.23	-808.95	-794.81	-786.77	-725.77	-3877.53

*Actual financials of M/s ITAPL

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

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 7 below:

Table 7: Year on Year Percentage (%) increase in the Revenue and Operation & Maintenance Expenditure during the First Control Period

Particulars	2023-24*	2024-25	2025-26	2026-27
Revenue from Regulated Services (A)	193%	10%	10%	10%
Payroll Costs	244%	5%	5%	5%
Repair and Maintenance Costs	432%	5%	5%	5%
Concession Fee	-35%	-20%	-20%	-20%
Utilities & Outsourcing Costs	228%	5%	5%	5%
Administrative & General Expenses	33%	5%	5%	5%

**% increase over the annualized expenses of FY 2022-23*

5.5 The Authority’s examination of Y-o-Y % growth considered by the M/s ITAPL 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 5% in Payroll Costs from FY 2024-25 onward.

The Authority notes that the ISP projected a significant increase in payroll costs in FY 2023-24 when compared with FY 2022-23. In this regard, the Authority notes that the ISP commenced its operation in the middle of FY 2022-23 (w.e.f. 29.08.2022) and had handled a minuscule traffic volume as compared to FY 2023-24, where an increase of 958% in Aircraft Traffic (flights to be handled) has been projected. The Authority is aware that the major payroll costs of the ISP is directly linked with the change in aircraft traffic, resulting in higher payroll costs in FY 2023-24. Considering the above, the projected increase in payroll costs in FY 2023-24 is reasonable.

The Authority notes that projected increase in payroll expenses considered by the ISP 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. 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 is reasonable.

b) Repairs and Maintenance Costs: The Authority notes that ISP has considered Y-o-Y increase of 5% for all the tariff years, except FY 2023-24, where annual increase in R & M Expenses is apparently very high. However, on close examination, it is observed that projected R&M Expenses for FY 2023-24 are appearing higher because of low expense base in FY 2022-23; as the ISP operated for few months only and had handled just 176 flights during its first year

of operations (FY 2022-23). Further, as per the ISP the equipment acquired in the FY 2022-23 were new and it required preventive maintenance only, resulting in nominal repair and maintenance expenses amounting just ₹ 4.61 lakhs. However, during FY 2023-24 the ISP is expecting huge increase in the level of operations (1863 nos. of flights projected to be handled as against just 176 flights handled during previous year). With the projected steep increase in traffic volumes to be handled, higher wear & tear of equipment is expected, requiring higher repairs & maintenance of equipment and other facilities in FY 2023-24.

The Authority notes that overall repair and maintenance costs as % to Opening RAB is ranging between 2.08% to 2.53% during FY 2023-24 to FY 2026-27, as tabulated hereunder:

Particulars	FY 2023-24	FY 2024-25	FY 2025-26	FY 2026-27
Opening RAB (₹ in lakhs)	1933.07	2538.51	2632.96	2726.74
Repair and Maintenance Costs	49.00	51.45	54.02	56.72
% of Opening RAB	2.53%	2.03%	2.05%	2.08%

The Authority considers that in order to provide uninterrupted and better services to users, it is imperative to keep required ground handling equipment and allied facilities in good working conditions all the times. In view of the above and considering the impact of annual general inflation, including annual increase in labour component of the Repair & Maintenance Costs, the projected R&M Expenses for the First Control Period is reasonable.

c) **Concession Fees:** The Authority notes from the concession agreement executed between AAI and M/s ITAPL that the ISP is required to pay concession fees as per the following:

- 3% of the Actual Gross Revenue from Scheduled Domestic Passenger Flight(s).
- 15% of the Actual Gross Revenue from Users other than Scheduled Domestic Passenger Flight(s) and RCS Flight(s).
- 0% for RCS Flights.

The Authority further notes from the concession agreement that the concessionaire (ISP) is required to pay premium which is maximum of Minimum Annual Guarantee (MAG) or the revenue share as stated above. In the first year, Concessionaire will pay maximum of Revenue Share or MAG quoted at the time of bid. From the second year onwards, MAG for Concessionaire will be 80% of the previous year's premium.

d) **Utilities and Outsourcing Costs:** The Authority observes that M/s ITAPL has proposed a Y-o-Y increase of 5% in Utilities and Outsourcing Costs during the First Control Period. The Utility & Outsourcing costs primarily consist of electricity expenses and water charges and the increase in these expenses is linked with the level of flight handling. The Authority notes that YoY increase projected in Utility & Outsourcing costs is commensurate with the projected increase in aircraft traffic and revenue for the control period. Considering the above, the Utility

& Outsourcing costs projected for the First Control Period by the ISP is reasonable.

e) **Administrative & General Expenditure**: The Authority observes that the ISP has considered a Y-o-Y increase of 5% in the Administrative and General Expenditure for all the tariff years of the Control period, except for FY 2023-24, where projected increase in expenses is 166% over the previous year.

As regard to projected increase in expenses in FY 2023-24, the Authority observes that out of the projected total Administrative & General Expenses for the FY 2023-24 (Rs. 586.34 lakhs), an amount of Rs. 293.05 lakhs have been earmarked as 'Lease Rent', which is approx. 50% 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 proposed lease rent during FY 2023-24. In response, the ISP vide email dated 19.08.2023 has clarified that this lease rent is towards paved/unpaved space taken on lease from the Airport Operator for parking of ground handling equipment and the ISP (vide email dated 29.08.2023) further clarified that they require large space to park additional equipment proposed to be procured in FY 2023-24, resulting into higher lease/ land rent during the FY 2023-24, and is the major factor for the projected increase in Admin. & General Expenses during FY 2023-24. In addition, it is observed that transportation expenses are another major head of expenses under the Admin. & General Expenses, these expenses as per the ISP are incurred in connection with transportation of equipment sent for annual maintenance/repairs and movement of goods, consumables like uniforms, stationery, etc.

The Authority, taking note of the clarifications submitted by the ISP and taking into account the projected increase in aircraft traffic and the impact of general inflation, considers the Y-o-Y increase projected by ISP in respect of Administrative and General Expenses for the First Control Period as reasonable.

5.6 The Authority also notes that as per the projected profitability statement for the First Control Period (*Table no. 6*) that M/s ITAPL likely to have positive EBITDA during last three year of the First Control Period. Further, the projected EBIT of the ISP in the last tariff year (FY 2026-27) is positive and it is covering depreciation. M/s ITAPL, in context of the projected negative profitability during the Control Period, vide email dated 19.08.2023 stated as under:

“It may please be noted that the contract is Awarded by AAI for a period of 10 years and is MAG reduction formula. In view of the same we have to pay higher MAG during the initial year and thereby in 3 years it will come in line with actual operation and company will start earning profit thereafter and the same is evident from the MYTP proposal. Furthermore, it may also be noted that the company has invested its own fund through its parent company and majority of the interest is being paid to the parent company. Hence payment of interest should not be considered as loss.”

5.7 The Authority, in view of the above analysis and considering the additional details/clarifications submitted by the ISP, proposes to consider the projected OPEX for the Control Period as submitted by the ISP.

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

- 5.8 Based on the available material and its analysis, the Authority proposes to consider the OPEX for the First Control Period as per Table 6.

CHAPTER 6: ANNUAL TARIFF PROPOSAL

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

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

Table 8: Proposed Tariff Rates for Scheduled Flights submitted by M/s ITAPL 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 Services	Pax	Ramp	Full Services	Pax	Ramp	Full Services	Pax	Ramp	Full Services
Domestic Passenger Flight												
Code B	6531	9796	16327	6857	10286	17143	7200	10800	18000	7560	11340	18900
Code C	8708	13062	21770	9143	13715	22858	9600	14400	24000	10080	15120	25200
Code D	10885	16327	27212	11429	17143	28572	12000	18000	30000	12600	18900	31500
Code E	26123	39185	65309	27429	41144	68573	28800	43200	72000	30240	45360	75600
Code F	52247	78370	130617	54858	82287	137146	57600	86400	144000	60480	90720	151200
International Passenger Flight												
Code B	21225	49526	70751	22286	52001	74287	23400	54600	78000	24570	57330	81900
Code C	31566	73654	105220	33144	77335	110478	34800	81200	116000	36540	85260	121800
Code D	38097	88892	126989	40001	93335	133336	42000	98000	140000	44100	102900	147000
Code E	48982	114290	163272	51430	120002	171432	54000	126000	180000	56700	132300	189000
Code F	55512	129529	185041	58287	136003	194290	61200	142800	204000	64260	149940	214200
(B) Cargo Flights												
Domestic Cargo Flight												
	FY 2023-24			FY 2024-25			FY 2025-26			FY 2026-27		
	Ramp Services			Ramp Services			Ramp Services			Ramp Services		
Code B	39911			41906			44000			46200		
Code C	54424			57144			60000			63000		
Code D	145131			152384			160000			168000		
Code E	190484			200004			210000			220500		
Code F	226766			238100			250000			262500		
International Cargo Flight												
Code B	65309			68573			72000			75600		
Code C	159644			167622			176000			184800		
Code D	181413			190480			200000			210000		
Code E	199554			209528			220000			231000		
Code F	232209			243814			256000			268800		

6.2 M/s ITAPL has proposed the following % increase in the Tariff for Scheduled Flights at Amritsar International Airport as stated in the table below:

Table 9: YoY Percentage (%) increase in the Tariff rates for the different categories of Scheduled Flights in respect of the First Control Period

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

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

Table 10: Proposed Tariff Rates for Non-Scheduled Flights submitted by M/s ITAPL 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	8123	13321	8550	14022	9000	14760	9450	15498
≤6000	12184	27382	12825	28823	13500	30340	14175	31857
>6001 - 12000	16696	37003	17575	38950	18500	41000	19425	43050
>12001 - 25000	27075	42553	28500	44793	30000	47150	31500	49508
>25001 - 40000	40613	64754	42750	68163	45000	71750	47250	75338
>40001 - 70000	54150	81406	57000	85690	60000	90200	63000	94710
>70001 - 100000	88445	109157	93100	114903	98000	120950	102900	126998
> 100001 - 150000	112813	162811	118750	171380	125000	180400	131250	189420
> 150001 & 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 9*).
- 6.5 The Authority also notes that M/s ITAPL 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 10*).
- 6.6 The Authority, taking note of projected Aircraft Traffic and projected increase in Operating Expenditure proposed by the ISP, due to factors like increase in number of manpower to cater to increasing aircraft volumes, annual increase in salaries and wages, general inflation etc., is of the view that the ISP requires adequate revenues to cover up the increase in the Operating Costs. Considering the above, the 5% YoY increase in Tariff Rates proposed by the ISP from FY 2024-25 onward appears reasonable.
- It is pertinent to mention that even with the proposed tariff increase, the ISP as per its projected profitability statement is likely to suffer losses throughout the Control Period.
- 6.7 The Authority is of the view that the Tariff for Domestic ‘Non-Scheduled and General Aviation Operations’ 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, M/s ITAPL should ensure compliance towards Standardization of Ground Handling Equipment at Amritsar 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:

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 M/s ITAPL at Amritsar International Airport in respect of Scheduled Flights, International 'Non-Scheduled & General Aviation Operations' and Item-wise Tariff Rate Card for Domestic and International Flights, for the First Control Period, as per **Annexures (I, II & III)**.
- 6.11 The Tariff for Domestic 'Non-Scheduled and General Aviation Operations' 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 ITAPL shall ensure compliance towards Standardization of Ground Handling Equipment at Amritsar 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 M/s ITAPL providing Ground Handling Services at Amritsar International Airport, for Stakeholders' Consultation purpose:

Chapter	Para	Summary of Authority's Proposals	Page No.
Chapter No.2	2.9	The Authority proposes to consider the Tariff determination exercise for M/s ITAPL, in respect of Ground Handling Services being provided by the ISP at Sri Guru Ram Das Jee International Airport, Amritsar under the ' Light Touch Approach ' for the First Control Period, as the regulated service is deemed ' Not Material '.	9
Chapter No. 3	3.9	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 and 2026-27) of the First Control Period as per Table 3.	12
Chapter No. 4	4.9	The Authority proposes to consider the projected CAPEX for the First Control Period as per Table 4.	15
Chapter No. 5	5.8	The Authority proposes to consider the OPEX for the First Control Period as per Table 6.	20
Chapter No. 6	6.10	The Authority proposes to consider the Tariff Rates for Ground Handling Services provided by M/s ITAPL at Amritsar International Airport in respect of Scheduled Flights, International 'Non-Scheduled & General Aviation Operations' and Item-wise Tariff Rate Card for Domestic and International Flights, for the First Control Period, as per the Annexures (I, II & III) .	24
	6.11	The Authority proposes that the Tariff for Domestic 'Non-Scheduled and General Aviation Operations', shall not exceed the approved Tariff(s) for relevant Domestic Scheduled Flights for similar class of Aircraft(s).	
	6.12	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 prevailing as on the 15th of the month will be applicable for the second fortnight.	
	6.13	The Authority proposes that 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 ITAPL shall ensure compliance towards Standardization of Ground Handling Equipment at Amritsar 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: STAKEHOLDERS' 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 **27/09/2023**.

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

(Chairperson)

**TARIFF RATE CARD FOR M/s INDOTHAI AMRITSAR PRIVATE LIMITED IN RESPECT OF
DOMESTIC* & INTERNATIONAL SCHEDULED FLIGHTS AT AMRITSAR AIRPORT
FOR THE FIRST CONTROL PERIOD (FY 2022-23 to FY 2026-27)
PROPOSED BY AERA FOR STAKEHOLDERS' CONSULTATION**

Proposed 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 Services	Pax	Ramp	Full Services	Pax	Ramp	Full Services	Pax	Ramp	Full Services
Domestic Passenger Flight												
Code B	6531	9796	16327	6857	10286	17143	7200	10800	18000	7560	11340	18900
Code C	8708	13062	21770	9143	13715	22858	9600	14400	24000	10080	15120	25200
Code D	10885	16327	27212	11429	17143	28572	12000	18000	30000	12600	18900	31500
Code E	26123	39185	65309	27429	41144	68573	28800	43200	72000	30240	45360	75600
Code F	52247	78370	130617	54858	82287	137146	57600	86400	144000	60480	90720	151200
International Passenger Flight												
Code B	21225	49526	70751	22286	52001	74287	23400	54600	78000	24570	57330	81900
Code C	31566	73654	105220	33144	77335	110478	34800	81200	116000	36540	85260	121800
Code D	38097	88892	126989	40001	93335	133336	42000	98000	140000	44100	102900	147000
Code E	48982	114290	163272	51430	120002	171432	54000	126000	180000	56700	132300	189000
Code F	55512	129529	185041	58287	136003	194290	61200	142800	204000	64260	149940	214200
(B) Cargo Flights												
Domestic Cargo Flight												
	FY 2023-24			FY 2024-25			FY 2025-26			FY 2026-27		
	Ramp Services			Ramp Services			Ramp Services			Ramp Services		
Code B	39911			41906			44000			46200		
Code C	54424			57144			60000			63000		
Code D	145131			152384			160000			168000		
Code E	190484			200004			210000			220500		
Code F	226766			238100			250000			262500		
International Cargo Flight												
Code B	65309			68573			72000			75600		
Code C	159644			167622			176000			184800		
Code D	181413			190480			200000			210000		
Code E	199554			209528			220000			231000		
Code F	232209			243814			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.

**TARIFF RATE CARD FOR M/s INDOTHAI AMRITSAR PRIVATE LIMITED
FOR INTERNATIONAL 'NON-SCHEDULED & GENERAL AVIATION OPERATIONS'
AT AMRITSAR AIRPORT, FOR THE FIRST CONTROL PERIOD (FY 2022-23 to FY 2026-27)
PROPOSED BY AERA FOR STAKEHOLDERS' CONSULTATION**

Proposed Tariff Rates for Ground Handling Services

(Rates in ₹)

Financial Year	→ FY 2023-24	FY 2024-25	FY 2025-26	FY 2026-27
A/C Category				
MTOW				
Helicopter	13321	14022	14760	15498
≤ 6000	27382	28823	30340	31857
>6001 - 12000	37003	38950	41000	43050
>12001 - 25000	42553	44793	47150	49508
>25001 - 40000	64754	68163	71750	75338
>40001 - 70000	81406	85690	90200	94710
>70001 - 100000	109157	114903	120950	126998
> 100001 - 150000	162811	171380	180400	189420
> 150001 & above	185013	194750	205000	215250

Notes:

- Above Tariff Rates are excluding all applicable taxes.
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**RATE CARD FOR ITEM-WISE CHARGES IN RESPECT OF GROUND HANDLING SERVICES
FOR M/s INDOTHAI AMRITSAR PRIVATE LIMITED AT AMRITSAR AIRPORT
PROPOSED BY AERA FOR STAKEHOLDERS' CONSULTATION**

**Maximum Item-wise Charges in respect of Domestic* & International
Flights for the First Control Period (FY 2022-23 to FY 2026-27)**

(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	11,100	15,000	11,655	15,750	12,238	16,538	12,850	17,364
2	Air Conditioning Unit (WB)	Per Hour	18,750	25,000	19,688	26,250	20,672	27,563	21,705	28,941
3	Air Starter Unit (NB)	Per Start	7,500	15,000	7,875	15,750	8,269	16,538	8,682	17,364
4	Air Starter Unit (WB)	Per Start	18,750	25,000	19,688	26,250	20,672	27,563	21,705	28,941
5	Aircraft Disinfection-Freighter Aircrafts	Per Service	3,000	16,000	3,150	16,800	3,308	17,640	3,473	18,522
6	Aircraft Disinfection- Pax Aircrafts Code C	Per Service	4,000	8,000	4,200	8,400	4,410	8,820	4,631	9,261
7	Aircraft Disinfection- Pax Aircrafts Code D/E	Per Service	25,000	32,000	26,250	33,600	27,563	35,280	28,941	37,044
8	Aircraft Disinfection- Pax Aircrafts Code F	Per Service	-	40,000	-	42,000	-	44,100	-	46,305
9	Aircraft Marshalling	Per Service	1,875	2,480	1,969	2,604	2,067	2,734	2,171	2,871
10	Ambulift	Per flight leg	5,000	10,000	5,250	10,500	5,513	11,025	5,788	11,576
11	Apron Transport(Passenger)	Per Trip	950	1,600	998	1,680	1,047	1,764	1,100	1,852
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	400	800	420	840	441	882	463	926
17	Crew Transport	Per Trip	950	1600	998	1,680	1,047	1,764	1,100	1,852
18	Deportee/Inadmissible(INAD) handling	Per passenger	-	1200	-	1,260	-	1,323	-	1,389
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	-	55,125	-	57,881	-	60,775	-
21	Exterior Cleaning - WB	Per Service	1,50,000	-	1,57,500	-	1,65,375	-	1,73,644	-
22	Ground Power unit 90KVA	Per Hour	4,700	10,000	4,935	10,500	5,182	11,025	5,441	11,576
23	Ground Power unit 180KVA	Per Hour	9,400	16,800	9,870	17,640	10,364	18,522	10,882	19,448
24	Interior Deep Cleaning - NB	Per Service	5,000	8,000	5,250	8,400	5,513	8,820	5,788	9,261
25	Interior Deep Cleaning - WB	Per Service	15,000	24,000	15,750	25,200	16,538	26,460	17,364	27,783
26	Passenger Step (mobile-NB)	Per Hour	1,375	4,000	1,444	4,200	1,516	4,410	1,592	4,631
27	Passenger Step (mobile-WB)	Per Hour	2,750	8,000	2,888	8,400	3,032	8,820	3,183	9,261
28	Pushback for narrow body aircraft	Per Push	5,000	10,000	5,250	10,500	5,513	11,025	5,788	11,576
29	Pushback for wide body aircraft	Per Push	10,000	20,000	10,500	21,000	11,025	22,050	11,576	23,153
30	Toiler truck	Per Service	1,375	2,400	1,444	2,520	1,516	2,646	1,592	2,778
31	Towing of narrow body aircraft	Per Tow	5,000	10,000	5,250	10,500	5,513	11,025	5,788	11,576
32	Towing of wide body aircraft	Per Tow	10,000	20,000	10,500	21,000	11,025	22,050	11,576	23,153

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.
33	Unaccompanied Minor (UM) Handling	per UM	950	1,200.00	998	1,260	1,047	1,323	1,100	1,389
34	Vacuum Cleaner	Per Hour	3,750	4,000.00	3,938	4,200	4,134	4,410	4,341	4,631
35	VIP Vehicle (Innova range)	Per Trip	10,000	20,000	10,500	21,000	11,025	22,050	11,576	23,153
36	VIP Vehicle (Luxury-Mercedes/BMW/AUDI range)	Per Trip	25,000	40,000	26,250	42,000	27,563	44,100	28,941	46,305
37	Water truck	Per Service	1,375	2,400	1,444	2,520	1,516	2,646	1,592	2,778
38	Wheel chair	Per Service	400	2,400	420	2,520	441	2,646	463	2,778
39	White Collar Staff	Per staff per hour	600	1,200	630	1,260	662	1,323	695	1,389

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

Notes:

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