



सत्यमेव जयते

भारतीय विमानपत्तन आर्थिक विनियामक प्राधिकरण
Airports Economic Regulatory Authority of India

मैसर्स सैलेबी ग्राउंड सर्विसेज चैन्नई प्राइवेट लिमिटेड (सी.जी.एस.सी.पी.एल.) के संबंध में चैन्नई अंतर्राष्ट्रीय हवाईअड्डा में प्रथम नियंत्रण अवधि (वित्त वर्ष 2023-24 से वित्त वर्ष 2027-28) के लिए ग्राउंड हैंडलिंग सेवाओं के लिए टैरिफ निर्धारित करने के मामले में

IN THE MATTER OF
DETERMINATION OF TARIFF FOR GROUND HANDLING SERVICES FOR
CELEBI GROUND SERVICES CHENNAI PRIVATE LIMITED (CGSCPL)
AT CHENNAI INTERNATIONAL AIRPORT, CHENNAI
FOR THE FIRST CONTROL PERIOD
(FY 2023-24 TO FY 2027-28)

जारी करने की तारीख : 06.10.2023

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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 M/s Celebi Ground Services Chennai Private Limited (CGSCPL), in respect of the Ground Handling services, at Chennai International Airport, Chennai. 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, the written comments on Consultation Paper No. 13/2023-24 dated 06/10/2023 are invited from the Stakeholders, preferably in electronic form, at the following address:

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Last Date for submission of Stakeholders' comments	27/10/2023
Last Date for submission of counter comments	06/11/2023

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

For any clarification/information, Director (P&S, Tariff) may be contacted at Telephone No. +91-11-24695048

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List of Abbreviations:

AERA / Authority	Airports Economic Regulatory Authority of India
AIASL	AI Airport Services Limited
ATM	Air Traffic Movement
ATP	Annual Tariff Proposal
CAPEX	Capital Expenditure
CGSCPL	Celebi Ground Services Chennai Private Limited
COD	Commercial Operations Date
CGF	Cargo Facility, Ground Handling & Supply of Fuel to the Aircraft
EBITDA	Earnings Before Interest, Tax, Depreciation and Amortization
GHA	Ground Handling Agencies
GHS	Ground Handling Services
INR/₹	Indian Rupees
ISP	Independent Service Provider
LOIA	Letter of Intent to Award
MTOW	Maximum Take Off Weight
MYTP	Multi-Year Tariff Proposal
OPEX	Operating Expenditure
O&M	Operation and Maintenance
PAT	Profit After Tax
P&L	Profit & Loss
SPV	Special Purpose Vehicle
Y-o-Y	Year on Year

CHAPTER 1: INTRODUCTION

- 1.1 M/s Celebi Airport Services India Private Limited (CASIPL) was awarded the Concession to provide Ground Handling Services at Chennai International Airport, Chennai by the Airports Authority of India (AAI), vide Letter of Intent to Award (LOIA) dated 18.11.2022.
- 1.2 As per the LOIA, a Special Purpose Vehicle (SPV) was required to be formed by the M/s CASIPL within 30 days from the date of LOIA, for implementation of Concession to provide Ground Handling Services at Chennai airport. In this regard, M/s Celebi Ground Services Chennai Private Limited (CGSCPL), which had been incorporated under the Companies Act, 2013 on 02.12.2022, has been considered as “Special Purpose Vehicle (SPV)” in terms of LOIA dated 18.11.2022.
- 1.3 The Airport Operator (AAI) and the Special Purpose Vehicle, i.e., M/s CGSCPL entered into a License Agreement dated 03.04.2023 for a provision of Ground Handling Services at Chennai Airport for a period of 10 years, from the Commercial Operations Date. As per the License Agreement, the concession term may be further extended by a year, at the sole discretion of AAI.
- 1.4 The shareholding structure of the M/s CGSCPL is tabulated as below:

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

Name of Shareholder	No. of Equity Shares
M/s Celebi Airport Services India Private Limited	62116
Mr. Murali Ramachandran	1
Total	62117

- 1.5 Bureau of Civil Aviation Security has granted security clearance to CGSCPL on 21.03.2023, which is valid for a period of five years from the date of issue of security clearance.
- 1.6 Upon receipt of request from M/s CGSCPL as per its letter dated 04.04.2023, the Authority vide its Order No. 02/2023-24 dated 20.04.2023 approved Ad-hoc Tariff for the M/s CGSCPL in respect of the Ground Handling Services, w.e.f. COD up to 30.09.2023.
- 1.7 Subsequently, the Authority vide order no. 20/2023-24 dated 27.09.2023, allowed extension of Ad-hoc Tariff (as on 30.09.2023) for M/s CGSCPL for the further period from 01.10.2023 up to 31.03.2024, or, till the determination of regular tariff for the Ground Handling Services in respect of the ISP, whichever is earlier.
- 1.8 M/s CGSCPL 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), submitted its Multi Year Tariff Proposal (‘MYTP’) pertaining to the First Control Period on 15.05.2023. 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 04.10.2023.

1.9 The Authority, after having examined the MYTP submission of the M/s CGSCPL in detail and taking into account the additional information/clarifications furnished by the ISP, from time to time, has issued this Consultation Paper for Stakeholders' Consultation.

CHAPTER 2: PRINCIPLES FOR DETERMINATION OF TARIFF FOR THE AERONAUTICAL SERVICES

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

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

STAGE I: MATERIALITY ASSESSMENT:

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

$$\begin{aligned} \text{The Materiality Index for Chennai Airport} &= 37768/420772 \\ &= 8.97\% \end{aligned}$$

The percentage share of Chennai Airport in respect of the International Aircraft Movements for the FY 2019-20 (Pre-Covid normal Year) is 8.97%, which is more than 5% Materiality Index (MI_G) for the subject regulated service. Hence, the Regulated Service is deemed as ‘**Material**’ for the First Control Period of the ISP at Chennai Airport, as per clause 4.4 (ii) of the Guidelines.

STAGE II: COMPETITION ASSESSMENT:

2.3 In accordance with clause 5 of the AERA CGF Guidelines, where a regulated service is being provided at a major airport by two or more Service Providers, it shall be deemed ‘competitive’ at that airport. As per the information furnished by M/s CGSCPL in Form F1 (b) on competition Assessment, two other service providers namely, M/s AI Air Services Ltd. and M/s Bird Airport Services (Chennai) Private Limited are also rendering similar services at Chennai Airport. Accordingly, the regulated service is deemed ‘**Competitive**’ for the First Control Period in respect of the ISP at the Chennai Airport.

2.4 As per Clause 3.2 (ii) of the Guidelines, wherever the Regulated Service provided is ‘**Material but competitive**’, 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 AERA (CGF) Guidelines 2011, the Annual Tariff Proposal (ATP) is required to be submitted in the manner and form provided in AI 8.2 of Appendix-I and the proposal shall be supported by the followings:

- a) Documented evidence that consultation with the stakeholders have been undertaken;
- b) 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 CGSCPL has submitted the Annual Tariff Proposal (ATP) along with its MYTP. The ISP conducted stakeholders' consultation meeting on 1st March 2023 and has submitted the minutes of meeting to the Authority on 14.08.2023. The Authority from minutes of meeting notes that the representatives of Saudi Arabian Airlines, M/s SpiceJet Ltd., Fly Dubai, Oman Air, Blue Dart Aviation, Singapore Airlines, Etihad, Malaysia Airlines, Air Aisa India, Air Asia Berhad, Vistara, Cathay Pacific, Air India, YTO Cargo Airlines, Lufthansa, Sri Lankan Airlines, Kuwait Airlines, British Airways, Air Arabia, Emirates, Air Austral, Gulf Air, Air France, CISF and Airport Operator (AAI) participated in the consultation meeting.

The Authority observes from the minutes of the meeting that ISP during the consultation meeting gave brief introduction of their company and, inter-alia, discussed the matters relating to their operational readiness for ground handling services at Chennai airport, Ground Handling Equipment etc. From the minutes of meeting, it is observed that none of the participants raised any concern regarding the tariff proposed by the ISP in respect of the First Control Period.

2.7 **Authority's proposal regarding Methodology of Tariff Determination of M/s CGSCPL:**

Based on the material before it and its analysis, the Authority proposes to consider the Tariff determination exercise for M/s CGSCPL providing Ground Handling Services at Chennai International Airport under the '**Light Touch Approach**' for the First Control Period, as the regulated service is deemed '**Material but competitive**'.

CHAPTER 3: AIRCRAFT TRAFFIC (FLIGHTS TO BE HANDLED)

M/s CGSCPL submission on Projected Aircraft Traffic (Flights to be Handled) for the First Control Period

3.1 Actual Aircraft Traffic (Nos. of landings) handled at Chennai Airport, from FY 2018-19 to FY 2022-23 is given below:

Table 2: Actual Aircraft Traffic handled by Chennai International Airport during FY 2018-19 to FY 2022-23.

Year	Total number of Landings at Chennai Airport			Y-o-Y % change		
	Domestic	International	Total	Domestic	International	Total
2018-19	69458	19582	89040	-	-	-
2019-20	65107	18884	83991	-6%	-4%	-6%
2020-21	26387	5909	32296	-59%	-69%	-62%
2021-22	36073	9728	45801	37%	65%	42%
2022-23	52857	15990	68847	47%	64%	50%

3.2 Projected Aircraft Traffic (flights to be handled by the ISP) for the First Control Period (FY 2023-24 to FY 2027-28) submitted by M/s CGSCPL is given below in Table 3.

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

Year	Flights to be handled 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 (Oct, 2023 – Mar, 2024)	968	815	1783	-	-	-
2023-24* (Annualized)	1936	1630	3566	-	-	-
2024-25	2920	4847	7767	51%	197%	118%
2025-26	3066	5089	8155	5%	5%	5%
2026-27	3219	5344	8563	5%	5%	5%
2027-28	3380	5611	8991	5%	5%	5%
TOTAL	12586	21706	34292			

**Annualized traffic projections for the FY 2023-24*

Authority's Examination and Analysis:

3.3 The Authority notes that M/s CGSCPL is a new entrant at the Chennai Airport and is expected to commence its commercial operations at Chennai Airport from 1st October, 2023. Accordingly, ISP is expected to operate for around six months during its initial year of operations (FY 2023-24) at Chennai airport. Consider the above, the aircraft volume projected for FY 2023-24 by the ISP

appears reasonable.

- 3.4 In respect of FY 2024-25, the ISP projected a growth of 118% in the total aircraft traffic volume as compared to the annualized fig. of FY 2023-24. From the FY 2025-26 onward, M/s CGSCPL has projected Y-o-Y increase of 5% in the total aircraft traffic volumes (Domestic & International).
- 3.5 As per the statistics available at AAI website, the total Aircraft Traffic at Chennai International Airport in the FY 2022-23 had reached to 77% of the actual Aircraft Traffic handled during the pre-Covid Year i.e., FY 2019-20. Further, the total Aircraft Traffic at Chennai Airport in the current financial year, for the period from April 2023 to August, 2023 has increased by 23% as compared to the corresponding period of FY 2022-23.
- 3.6 The Authority observes from the Table 2 & 3 that the based on the M/s CGSCPL's projected level of operations during the FY 2023-24, as compared to actual number of total flights handled in FY 2022-23 at the Chennai airport, the ISP is expected to have market share of around 5% at the Airport.
- 3.7 Considering that the ISP is new entrant at the Chennai Airport and taking into account the competition between the three service providers, the aircraft traffic (Flights to be handled) projected by the ISP for the First Control Period appears reasonable. As per the Authority, it will take some time for the ISP to expand its business at the Chennai Airport.

Accordingly, the Authority proposes to adopt the traffic projections (flights to be handled) as submitted by M/s CGSCPL for its First Control Period as per given in the Table 3 above.

3.8 **Authority's proposal regarding Aircraft Traffic Volume (Flights to be handled) 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) for the First Control Period as per Table 3.

CHAPTER 4: CAPITAL EXPENDITURE

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

- 4.1 M/s CGSCPL, has projected a total Capital Expenditure (CAPEX) of ₹ 8393.16 lakhs for the First Control Period (FY 2023-24 to FY 2027-28). The details of year-wise & asset-wise CAPEX projected by the ISP is given below:

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

(₹ in Lakhs)

Particulars	FY 2023-24	FY 2024-25	FY 2025-26	FY 2026-27	Total
Infrastructure Improvement	197.06	1539.90	-	-	1,736.96
Ground Handling Equipment	5730.77	-	-	-	5730.77
Furniture & Fixtures	53.10	-	-	-	53.10
Vehicles	783.50	-	-	-	783.50
Office Equipment	2.48	-	-	-	2.48
Computers	27.32	-	-	-	27.32
Intangible Assets – Computer Software	59.02	-	-	-	59.02
Total	6853.26	1539.90	-	-	8,393.16

- 4.2 The ISP has further submitted detailed bifurcation of the proposed CAPEX, including Quantity & Rate in respect of the Equipment etc., proposed to be procured during the Control Period as under:

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

(₹ in Lakhs)

Year	Particulars	Qty.	Rate/ Unit	Amount	Asset Class
FY 2023-24	Air Conditioning Unit	1	190.25	190.25	Ground Handling Equipment
	Air Starter Unit	1	265.68	265.68	
	Ground Power Unit (90 kW)	1	143.20	143.20	
	Ground Power Unit (140 kW)	1	160.98	160.98	
	Ambulift	1	64.50	64.50	
	Baggage Cart	80	1.32	105.54	
	Pallet Dolly (10 Feet)	200	2.38	475.87	
	Container Dolly	46	1.39	64.04	
	Container Lazy Dolly	51	0.99	50.39	
	Diesel Baggage Tractor	3	61.54	184.63	
	Engineering Trestle	2	0.48	0.96	
	Forklift	1	25.00	25.00	
	Fuel Bowzer	1	3.00	3.00	
	High Loader - Lower Deck	4	294.61	1,178.44	
	High Loader - Main Deck	2	433.36	866.73	
	Pallet Dolly (20 Feet)	5	7.00	35.00	
	PAX Stairs (Electric Semi-Motorized)	8	29.82	238.56	
Conveyer Belt (Towable Electric)	8	15.18	121.44		
Push Back (Narrow Body) (Electric)	1	213.84	213.84		

Year	Particulars	Qty.	Rate/ Unit	Amount	Asset Class
	Push-Back (Wide Body)	1	472.82	472.82	
	Tail Jack	1	35.00	35.00	
	Toilet Cart (Towable)	1	7.80	7.80	
	Toilet Cart (Motorized)	1	129.75	129.75	
	Tow Bar	8	9.01	72.09	
	Water Cart (Motorized)	1	115.51	115.51	
	Lithium Charger - Apron Bus	1	21.79	21.79	
	Electric Baggage Tractor	13	35.00	455.00	
	Lithium Charger - Electric Baggage Tractor	11	2.58	28.40	
	Porta Cabin	2	2.28	4.56	
			TOTAL	5730.77	
	Apron Bus (Electric)	5	144.70	723.50	
	Apron Car (Electric)	2	16.08	32.17	
	Pick UP Van	1	7.77	7.77	
	Mini Bus	1	20.07	20.06	
			TOTAL	783.50	Motor Vehicles
	Furniture	1	53.10	53.10	Furniture & Fixtures
			TOTAL	53.10	
	WAN switch	1	0.50	0.50	
	Punching machine	4	0.37	1.48	
	KIOSK	2	0.25	0.50	
			TOTAL	2.48	Office Equipment
	Laptop/Desktop	36	0.76	27.32	Computers
			TOTAL	27.32	
	Inform (Resource Planning)	1	41.10	41.10	
	SAP	1	17.92	17.92	
			TOTAL	59.02	Computer Software
	Electrical Infrastructure	1	197.06	197.06	Infrastructure Improvement
			TOTAL	197.06	
	SUB TOTAL			6853.26	
FY 2024-25	Ground Services Equipment (GSE) Workshop	1	1539.90	1539.90	Infrastructure Improvement
GRAND TOTAL FOR THE CONTROL PERIOD				8393.16	

Authority's Examination and Analysis:

4.3 The Authority notes that out of the total projected CAPEX (₹ 8393.16 lakhs) for the Control Period the ISP has proposed the major portion of the CAPEX amounting to ₹ 6853.26 lakhs (i.e. approx. 82% of total CAPEX) in the first tariff year (FY 2023-24). In support of the CAPEX planned for the FY 2023-24, the ISP vide email 19.09.2023 furnished copies of Purchase Orders (POs) in respect of the proposed CAPEX. The Authority notes that the ISP submitted copies of POs amounting to ₹ 4533 lakhs, which is approx. 66% of total CAPEX proposed during the current financial year.

4.4 The Authority notes that M/s CGSCPL has projected a significant CAPEX of ₹8393.16 lakhs for the First Control Period. Out of the total projected CAPEX, Rs. 5730 lakhs have been earmarked by the ISP for the Ground Handling Equipment and an amount of Rs. 1737 lakhs have been projected in respect of the infrastructure improvements (leasehold improvements).

In this regard, the Authority sought the justifications/ basis of the proposed CAPEX, from the ISP.

In response to Authority's query, the ISP, vide email dated 23.08.2023 submitted that "*Celebi will be providing ground handling services at Chennai Airport for the first time. Company didn't have any presence and operations in this airport before this. So, company has to incur capex on all the*

equipment, vehicles, office equipment, IT assets, furniture etc. to set up this station. Considering the level of operations with domestic, international and non-scheduled flights, we need to buy all kind of equipment. From last few years, we are preferring to invest in electrical equipment and vehicles wherever it is possible and feasible.”

4.5 The ISP, with regard to the CAPEX pertaining to infrastructure improvements (leasehold improvements) further submitted that “We are investing in electric equipment and vehicles. To operate them we have to set up charging station for which some investment is required to be on electrical cabling. The investment of Rs. 1.97 cr. in FY 23-24 is towards this electrical infrastructure set up. In FY 24-25, we are going to construct GSE Workshop facility to repair and maintain our equipment”.

4.6 The Authority, further sought the justification in respect of the projected CAPEX of Rs. 1540 lakhs on the construction of infrastructure for the Ground Support Equipment (GSE) Workshop during the 2nd tariff year i.e., FY 2024-25, the ISP responded vide email dated 06.09.2023 and submitted that “In reference to the CAPEX of INR 15.40 cr. (₹ 1540 lakhs) (including GST) presented in MYTP towards the construction of GSE Workshop in FY 2024-25. This will include complete work such as:

- Structural, civil & finishing, plumbing, sanitization, electrical, fire protection, elevator.
- Workshop tools like crane, hydraulic jacks, compressors, washing & painting facility etc.
- Store room racks

The total planned construction will be of 1666 sq mtr. as presented below:

Description	Sq. Mtr.
Ground Floor	1000
1 st Floor	333
2 nd Floor	333
Total	1666

4.7 In respect of the proposed construction of GSE workshop, the Authority observes that the ISP has projected a significant cost in respect of the GSE Workshop, which appears to be on the higher side. Therefore, the Authority advises the ISP to bring in efficiency in the cost of the GSE Workshop, in overall interest of all the stakeholders.

4.8 Considering the CAPEX submission/ clarifications submitted by M/s CGSCPL as discussed in para 4.4 to 4.6 above, the Authority notes that the most of the CAPEX planned by the ISP for the First Control Period is towards the purchase of Ground Handling Equipment and construction of GSE Workshop, which are essential requirements for the smooth ground handling operations at the Airport. Further, the Authority, notes that the ISP is a new entrant at the Chennai Airport, hence is required to invest in all kinds of GSE in the initial years of operations so as to provide Ground Handling Services as per the requirements of its custom airlines & concession agreement.

In view of the above, the Authority proposes to consider CAPEX for the First Control Period as submitted by the ISP, as per Table 4.

Authority’s proposal regarding CAPEX for the First Control Period

4.9 Based on the material before it and its analysis, the Authority proposes to consider the CAPEX for the First Control Period as per Table 4.

CHAPTER 5: OPERATING EXPENDITURE AND PROJECTED PROFITABILITY

M/s CGSCPL submission on Operating Expenditure for the First Control Period

- 5.1 As provided in Clause 9.4 of the Guidelines mentioned in Direction No.04/2010-11, the Operation and Maintenance (O&M) Expenditure shall include all 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 CGSCPL for its Ground Handling Operations at Chennai Airport have been broadly categorized as under:
- a) Payroll Costs;
 - b) Admin and General Expenses;
 - c) Utilities & Outsourcing costs;
 - d) Concession fee;
 - e) License fee and
 - f) Repair & Maintenance Expenses
- 5.3 As per the MYTP submission, Revenue, Operating Expenditure (OPEX) and Profitability projected by the ISP for the First Control Period (FY 2023-24 to FY 2027-28) is as under:

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

(₹ in lakhs)

Particulars	FY 2023-24	FY 2024-25	FY 2025-26	FY 2026-27	FY 2027-28	TOTAL
Revenue from Regulated Services (A)	1,254.73	7,436.17	8,065.89	8,749.72	9,492.39	34,998.90
Revenue from Non-Regulated Services (B)	-	-	-	-	-	-
Total Revenue from Services (A+B = C)	1,254.73	7,436.17	8,065.89	8,749.72	9,492.39	34,998.90
Operating Expenditure						
i. Payroll Cost	608.27	2,326.20	2,527.41	2,746.03	2,983.56	11,191.48
ii. Administrative and General Expenditure	138.92	226.25	238.79	252.44	262.03	1,118.44
iii. Utilities & Outsourcing Costs	72.68	266.27	291.07	318.32	348.28	1,296.62
iv. Concession fee	1,808.33	3,100.00	3,100.00	3,100.00	3,100.00	14,208.33
v. License fee	216.89	340.86	366.43	393.91	423.46	1,741.56
vi. Repairs & Maintenance Expenses	22.80	26.06	29.31	32.57	35.83	146.57
Total OPEX (i+ii+iii+iv+v+vi) = (D)	2,867.90	6,285.65	6,553.01	6,843.28	7,153.16	29,703.00
Earnings Before Interest, Tax, Depreciation and Amortization (EBITDA) (C-D)	- 1,613.17	1,150.52	1,512.88	1,906.45	2,339.23	5,295.90
Depreciation and Amortization	392.46	881.18	958.80	951.97	949.70	4,134.11
EBIT	- 2,005.63	269.34	554.07	954.48	1,389.53	1,161.79
Interest & Finance Charges	828.36	1,167.91	1,176.00	1,122.91	1,021.47	5,316.65
Profit/Loss Before Tax (PBT)	- 2,833.99	- 898.57	- 621.92	- 168.44	368.06	- 4,154.86
Provision for Tax*	-	-	-	-	-	-
Profit After Tax (PAT)	- 2,833.99	- 898.57	- 621.92	- 168.44	368.06	- 4,154.86

*Nil Tax Provision due to anticipated losses in first four tariff years.

Authority’s Examination and Analysis:

5.4 The Authority has analyzed the Operating Expenditure provided in Form F3 (P&L) of the MYTP for the First Control Period and observes that the ISP has projected low OPEX for its first tariff year i.e., FY 2023-24 as compared with the succeeding tariff year i.e., FY 2024-25, due to partial operations in the FY 2023-24, as M/s CGSCPL is expected to commence its commercial operations from October, 2023 (i.e., Operation expected for six months only).

The Authority observes that the ISP has considered the Y-o-Y% increase in Revenues & OPEX from 2nd tariff year onward of the Control Period as per Table 7 below:

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

Particulars	FY 2025-26	FY 2026-27	FY 2027-28
Revenue from Regulated Services	8%	8%	8%
Payroll Cost	9%	9%	9%
Administrative and General Expenditure	6%	6%	4%
Utilities and Outsourcing costs	9%	9%	9%
Concession fee	0%	0%	0%
License fee	7.5%	7.5%	7.5%
Repairs and Maintenance costs	13%	11%	10%

5.5 The Table 7 above shows Y-o-Y % change in Revenue & OPEX from FY 2025-26 onwards, as the financial figures pertaining to the FY 2023-24 (first tariff year), where ISP is expected to operate partially only, are not comparable with the FY 2024-25, having commercial operations throughout the year.

The Authority’s examination of Y-o-Y % growth in the OPEX considered by the M/s CGSCPL from FY 2025-26 onward is given in the following sections:

a) **Payroll Cost:** The Authority notes that the ISP is proposing a Y-o-Y increase of 9% in payroll costs from FY 2025-26 onward. The Authority observes that M/s CGSCPL has considered 5% Y-o-Y increase in projected aircraft traffic volume from FY 2025-26 onward, has considered additional 3% increase in manpower numbers.

The Authority notes that projected increase in payroll expenses considered by the M/s CGSCPL is commensurate with the projected increase in aircraft traffic & 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 & annual salary increments and related increase in statutory component like EPF etc.

In view of the above, the Authority considers the Y-o-Y increase projected in Payroll expenses by the ISP for the First Control Period as reasonable.

b) **Administrative & General Expenditure:** The Authority observes that the Administrative & General Expenditure is expected to increase on Y-o-Y basis, ranging between 4% to 6%, during the Control Period.

The Authority, taking into account the projected increase in the aircraft traffic and the impact of general inflation, considers the Y-o-Y increase proposed in respect of Administrative and

General Expenses by ISP for the First Control Period as reasonable

- c) **Concession Fee:** The Authority notes from the clause 7.1.1 of the concession agreement executed between AAI and M/s CGSCPL, the Revenue Share payable to the airport operator (AAI) to be calculated as under:
- 3% of the Actual Gross Revenue from the scheduled Domestic Passenger Flights.
 - 15% of the Actual Gross Revenue from users other than “scheduled Domestic Passenger Flights and RCS flights”.
 - 0% for RCS flights.

The Authority further notes from the clause 7.1.2 of above said agreement, that every year the ISP shall pay ‘Premium’, which is maximum of “Minimum Annual Guarantee” (MAG) and the ‘Revenue Share’, calculated as per the clause 7.1.1 of the concession agreement. Further MAG will be escalated at 20% on completion of five years.

The ISP, further clarified that they are expecting that the amount of revenue share (payable to airport operator) will be less than the MAG in all the Tariff Years of the Control Period; accordingly, there will be the fixed amount of Concession Fee (Amount of MAG) payable to the AAI during the Control Period.

Considering the clause 7.1.2 of the concession agreement and clarification furnished by the ISP, the Authority proposes to consider the concession fee (premium) payable to the Airport Operator as projected by ISP, for the First Control Period.

- d) **License fees:** The Authority observes from the clause no. 7.2 of concession agreement with the Airport Operator (AAI) that ISP is required to execute a separate space and land agreement. As per the supplementary Space and Land Agreement, the Authority observes that the License Fee is escalated @ 7.5% on Y-o-Y basis.
- e) **Repairs and Maintenance Costs:** The Authority, notes that the ISP has proposed annual escalations in R&M Expenses ranging between 10% to 13%, from FY 2025-26 onward. The Authority notes that the overall repair and maintenance costs as a % of Opening RAB is nominal in all the tariff years of the Control Period, as tabulated hereunder:

Particulars	FY 2023-24	FY 2024-25	FY 2025-26	FY 2026-27	FY 2027-28
Opening RAB (₹ in lakhs)	NIL	6460.80	7119.53	6160.72	5208.75
Repair and Maintenance Costs	22.80	26.05	29.31	32.57	35.82
% of Opening RAB	-	0.40%	0.41%	0.53%	0.69%

In view of the above and taking into account the impact of annual general inflation, the Authority considers the projected R&M Expenses for the First Control Period as reasonable.

- f) **Utilities and Outsourcing Costs:** The Authority notes that M/s CGSCPL proposed Y-o-Y increase of 9% in the Utilities and Outsourcing Costs from FY 2025-26 onward. The Authority observes that Utility & Outsourcing Costs consist of mainly fuel cost and electricity expenses. Further, these expenses are directly linked with the number of flights to be handled by the service provider.

The Authority notes that Y-o-Y increase projected in Utility & Outsourcing Costs is commensurate with the projected increase in the aircraft traffic and unit rates of Electricity, Fuel cost etc. Considering the above, the Utility and Outsourcing Costs projected for the control period as reasonable.

5.6 Accordingly, the Authority proposes to consider the projected Revenue, OPEX and Profitability for the First Control Period, as submitted by the ISP.

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

5.7 Based on material before it 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 CGSCPL Submissions on Annual Tariff Proposal for the First Control Period

6.1 M/s CGSCPL submitted a Tariff proposal for the Ground Handling Services in respect of Scheduled Flights at Chennai International Airport, Chennai, for the First Control Period (FY 2023-24 to FY 2027-28) as given in Table below:

Table 8: Proposed Tariff Rates for Scheduled Flights submitted by M/s CGSCPL for the First Control Period.

(Rates in ₹)

	FY 2023-24			FY 2024-25			FY 2025-26			2026-27			2027-28		
	Pax	Ramp	Full Services	Pax	Ramp	Full Services	Pax	Ramp	Full Services	Pax	Ramp	Full Services	Pax	Ramp	Full Services
(A) Passenger Flights															
Domestic Passenger Flight															
Below Code B	4,437	13,313	17,750	4,660	13,980	18,640	4,890	14,680	19,570	5,130	15,410	20,540	5,390	16,180	21,570
Code B	8,325	19,425	27,750	8,740	20,400	29,140	9,180	21,420	30,600	9,640	22,490	32,130	10,120	23,610	33,730
Code C	9,975	29,925	39,900	10,470	31,420	41,890	10,990	32,990	43,980	11,540	34,640	46,180	12,120	36,370	48,490
Code D	22,325	66,975	89,300	23,440	70,320	93,760	24,610	73,840	98,450	25,840	77,530	103,370	27,130	81,410	108,540
Code E	30,225	90,675	120,900	31,740	95,210	126,950	33,330	99,970	133,300	35,000	104,970	139,970	36,750	110,220	146,970
Code F	35,000	105,000	140,000	36,750	110,250	147,000	38,590	115,760	154,350	40,520	121,550	162,070	42,550	127,630	170,180
International Passenger Flight															
Code B	31,795	74,188	105,983	33,380	77,900	111,280	35,050	81,800	116,850	36,800	85,890	122,690	38,640	90,180	128,820
Code C	42,825	128,475	171,300	44,970	134,900	179,870	47,220	141,650	188,870	49,580	148,730	198,310	52,060	156,170	208,230
Code D	57,352	172,056	229,408	60,220	180,660	240,880	63,230	189,690	252,920	66,390	199,170	265,560	69,710	209,130	278,840
Code E	80,293	240,878	321,171	84,310	252,920	337,230	88,530	265,570	354,100	92,960	278,850	371,810	97,610	292,790	390,400
Code F	100,366	301,099	401,465	105,380	316,150	421,530	110,650	331,960	442,610	116,180	348,560	464,740	121,990	365,990	487,980
(B) Cargo Flights															
Domestic Cargo Flight															
Code B	NA	35,000	NA	NA	36,750	NA	NA	38,590	NA	NA	40,520	NA	NA	42,550	NA
Code C	NA	65,000	NA	NA	68,250	NA	NA	71,660	NA	NA	75,240	NA	NA	79,000	NA
Code D	NA	135,000	NA	NA	141,750	NA	NA	148,840	NA	NA	156,280	NA	NA	164,090	NA
Code E	NA	160,000	NA	NA	168,000	NA	NA	176,400	NA	NA	185,220	NA	NA	194,480	NA
Code F	NA	220,000	NA	NA	231,000	NA	NA	242,550	NA	NA	254,680	NA	NA	267,410	NA
International Cargo Flight															
Code B	NA	90,000	NA	NA	94,500	NA	NA	99,230	NA	NA	104,190	NA	NA	109,400	NA
Code C	NA	150,000	NA	NA	157,500	NA	NA	165,380	NA	NA	173,650	NA	NA	182,330	NA
Code D	NA	225,000	NA	NA	236,250	NA	NA	248,060	NA	NA	260,460	NA	NA	273,480	NA
Code E	NA	310,000	NA	NA	325,500	NA	NA	341,780	NA	NA	358,870	NA	NA	376,810	NA
Code F	NA	390,000	NA	NA	409,500	NA	NA	429,980	NA	NA	451,480	NA	NA	474,050	NA

Note: Above prices are excluding applicable taxes.

6.2 M/s CGSCPL has proposed the following % increase in the Tariff rates on Y-o-Y basis for the Scheduled Flights at Chennai International Airport as stated in the table below:

Table 9: Statement of Y-o-Y Percentage (%) Change in Tariff Rates in respect of different categories of the Scheduled Flights for the First Control Period.

	FY 2023-24			FY 2024-25			FY 2025-26			2026-27			2027-28		
	Pax	Ramp	Full Services	Pax	Ramp	Full Services	Pax	Ramp	Full Services	Pax	Ramp	Full Services	Pax	Ramp	Full Services
(A) Passenger Flights															
Domestic Passenger Flight															
Below Code B	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
Code B	5%	5%	5%	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%	5%	5%	5%
Code D	5%	5%	5%	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%	5%	5%	5%
Code F	5%	5%	5%	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%	5%	5%	5%
Code C	5%	5%	5%	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%	5%	5%	5%
Code E	5%	5%	5%	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%	5%	5%	5%
(B) Cargo Flights															
Domestic Cargo Flight															
Code B	NA	5%	NA	NA	5%	NA	NA	5%	NA	NA	5%	NA	NA	5%	NA
Code C	NA	5%	NA	NA	5%	NA	NA	5%	NA	NA	5%	NA	NA	5%	NA
Code D	NA	5%	NA	NA	5%	NA	NA	5%	NA	NA	5%	NA	NA	5%	NA
Code E	NA	5%	NA	NA	5%	NA	NA	5%	NA	NA	5%	NA	NA	5%	NA
Code F	NA	5%	NA	NA	5%	NA	NA	5%	NA	NA	5%	NA	NA	5%	NA
International Cargo Flight															
Code B	NA	5%	NA	NA	5%	NA	NA	5%	NA	NA	5%	NA	NA	5%	NA
Code C	NA	5%	NA	NA	5%	NA	NA	5%	NA	NA	5%	NA	NA	5%	NA
Code D	NA	5%	NA	NA	5%	NA	NA	5%	NA	NA	5%	NA	NA	5%	NA
Code E	NA	5%	NA	NA	5%	NA	NA	5%	NA	NA	5%	NA	NA	5%	NA
Code F	NA	5%	NA	NA	5%	NA	NA	5%	NA	NA	5%	NA	NA	5%	NA

6.3 M/s CGSCPL has also submitted 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 CGSCPL for the First Control Period.

A/C Category	FY 2023-24		FY 2024-25		FY 2025-26		FY 2026-27		FY 2027-28	
	Domestic	Intl.	Domestic	Intl.	Domestic	Intl.	Domestic	Intl.	Domestic	Intl.
Maximum Take Off Weight (MTOW)										
0-5000	24,310	47,380	25,530	49,750	26,810	52,240	28,150	54,850	29,560	57,590
5001-10000	31,615	83,275	33,200	87,440	34,860	91,810	36,600	96,400	38,430	101,220
10001- 20000	38,160	133,930	40,070	140,630	42,070	147,660	44,170	155,040	46,380	162,790
20001- 30000	63,740	152,885	66,930	160,530	70,280	168,560	73,790	176,990	77,480	185,840
30001- 40000	65,175	170,330	68,430	178,850	71,850	187,790	75,440	197,180	79,210	207,040
40001- 50000	64,475	191,475	67,700	201,050	71,090	211,100	74,640	221,660	78,370	232,740
50001- 100000	87,720	248,270	92,110	260,680	96,720	273,710	101,560	287,400	106,640	301,770
100001 – 200000	209,000	344,390	219,450	361,610	230,420	379,690	241,940	398,670	254,040	418,600
Above 200000	260,750	408,831	273,790	429,270	287,480	450,730	301,850	473,270	316,940	496,930

Note: The above rates are exclusive of GST and any other applicable Government taxes.

Authority's Examination and Analysis:

- 6.4 The Authority observes that in the case of Scheduled Flights (Domestic & International), the ISP has proposed 5% Y-o-Y increase in Tariff Rates from FY 2024-25 onward.
- 6.5 The Authority also observes that M/s CGSCPL has proposed a separate Tariff Rate card for Non-Scheduled Flights and just like scheduled flights, ISP has proposed an increase of 5% Y-o-Y basis from FY 2024-25 onward. (*Table 9*)
- 6.6 Considering the Aircraft Traffic projected (Flights to be handled) by the ISP for the Control Period & projected increase in Operating Expenditure, due to factors like increase in number of manpower, annual increase in salary & wages, general inflation etc., ISP requires adequate revenues to cover up the Operating Costs and get reasonable return on its investments. Thus the 5% increase in Tariff Rates considered by the ISP on Y-o-Y basis from FY 2024-25 onward appears reasonable.
- 6.7 The Authority also observes that as per the projected profitability statement for the First Control Period (*Table no. 6*), M/s CGSCPL is likely to suffer losses during first four tariff years of the Control Period, however the ISP is expecting to generate surplus in the last tariff year.
- 6.8 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 Rate Card in case of the International 'Non-Scheduled & General Aviation Operations' as per Annexure-II.
- 6.9 The Authority proposes that in case of payment in foreign currency, the RBI conversion rate as on the last day of the previous month will be applicable for the first fortnight and the rate as on the 15th of the month will be applicable for the second fortnight.
- 6.10 Further, M/s CGSCPL should ensure compliance towards Standardization of Ground Handling Equipment at Chennai International Airport, Chennai 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 material before it and its analysis, the Authority proposes the following Tariff structure and Annual Tariff Proposal for the First Control Period:

- 6.11 To consider the Tariff Rates for the Ground Handling Services provided by M/s CGSCPL at Chennai airport in respect of Scheduled Flights, International 'Non-Scheduled & General Aviation Flights' and Item-wise charges for the Scheduled & Non-Scheduled Flights, for the First Control Period as per **Annexures (I, II & III)**.
- 6.12 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).
- 6.13 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.
- 6.14 The Tariff Rates indicated in **Annexures (I, II & III)** shall be maximum charges to be levied. No other charges are to be levied over and above the approved Tariff Rates.

6.15 M/s CGSCPL shall ensure compliance towards Standardization of Ground Handling Equipment at Chennai International Airport, Chennai in accordance with the directives issued by Ministry of Civil Aviation vide its letter no. AV-24011/10/2021-AAI-MOCA dated 27.10.2022.

CHAPTER 7: SUMMARY OF THE AUTHORITY'S PROPOSALS

The below-mentioned summary provides the Authority's proposals relating to relevant chapters regarding the Tariff determination for M/s CGSCPL, in respect of the Ground Handling Services at Chennai International Airport, Chennai, for Stakeholders' Consultation purpose:

Chapter	Para	Summary of the Authority's Proposals	Page No.
Chapter No.2	2.7	The Authority proposes to consider the Tariff determination exercise for M/s CGSCPL providing Ground Handling Services at Chennai International Airport under the ' Light Touch Approach ' for the First Control Period, as the regulated service is deemed ' Material but Competitive '.	9
Chapter No. 3	3.8	The Authority proposes to consider the Aircraft Traffic (Flights to be handled) for the First Control Period as per Table 3.	11
Chapter No. 4	4.9	The Authority proposes to consider the CAPEX for the First Control Period as per Table 4.	14
Chapter No. 5	5.7	The Authority proposes to consider the OPEX for the First Control Period as per Table 6.	18
Chapter No. 6	6.11	The Authority proposes to consider the Tariff Rates for Ground Handling Services provided by M/s CGSCPL at Chennai Airport in respect of Scheduled Flights, International "Non-Scheduled & General Aviation Flights" and Item-wise charges for Scheduled & Non-Scheduled Flights, for the First Control Period as per Annexures (I, II & III) .	21
	6.12	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).	
	6.13	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 15 th of the month will be applicable for the second fortnight.	
	6.14	The Authority proposes that the Tariff Rates indicated in Annexures (I, II & III) shall be maximum charges to be levied. No other charges are to be levied over and above the approved Tariff Rates.	
	6.15	The Authority proposes that M/s CGSCPL shall ensure compliance towards Standardization of Ground Handling Equipment at Chennai International Airport, Chennai in accordance with the directives issued by Ministry of Civil Aviation vide its letter no. AV-24011/10/2021-AAI-MOCA dated 27.10.2022.	22

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 Chapter7 above, latest by **27/10/2023**.

**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 CELEBI GROUND SERVICES CHENNAI PRIVATE LIMITED
IN RESPECT OF DOMESTIC* & INTERNATIONAL SCHEDULED FLIGHTS
FOR THE FIRST CONTROL PERIOD (FY 2023-24 to FY 2027-28)
PROPOSED BY AERA FOR STAKEHOLDERS' CONSULTATION**

Proposed Tariff Rates for Ground Handling Services

(Rates in ₹)

	FY 2023-24			FY 2024-25			FY 2025-26			2026-27			2027-28		
	Pax	Ramp	Full Services	Pax	Ramp	Full Services	Pax	Ramp	Full Services	Pax	Ramp	Full Services	Pax	Ramp	Full Services
(A) Passenger Flights															
Domestic Passenger Flight															
Below Code B	4,437	13,313	17,750	4,660	13,980	18,640	4,890	14,680	19,570	5,130	15,410	20,540	5,390	16,180	21,570
Code B	8,325	19,425	27,750	8,740	20,400	29,140	9,180	21,420	30,600	9,640	22,490	32,130	10,120	23,610	33,730
Code C	9,975	29,925	39,900	10,470	31,420	41,890	10,990	32,990	43,980	11,540	34,640	46,180	12,120	36,370	48,490
Code D	22,325	66,975	89,300	23,440	70,320	93,760	24,610	73,840	98,450	25,840	77,530	103,370	27,130	81,410	108,540
Code E	30,225	90,675	120,900	31,740	95,210	126,950	33,330	99,970	133,300	35,000	104,970	139,970	36,750	110,220	146,970
Code F	35,000	105,000	140,000	36,750	110,250	147,000	38,590	115,760	154,350	40,520	121,550	162,070	42,550	127,630	170,180
International Passenger Flight															
Code B	31,795	74,188	105,983	33,380	77,900	111,280	35,050	81,800	116,850	36,800	85,890	122,690	38,640	90,180	128,820
Code C	42,825	128,475	171,300	44,970	134,900	179,870	47,220	141,650	188,870	49,580	148,730	198,310	52,060	156,170	208,230
Code D	57,352	172,056	229,408	60,220	180,660	240,880	63,230	189,690	252,920	66,390	199,170	265,560	69,710	209,130	278,840
Code E	80,293	240,878	321,171	84,310	252,920	337,230	88,530	265,570	354,100	92,960	278,850	371,810	97,610	292,790	390,400
Code F	100,366	301,099	401,465	105,380	316,150	421,530	110,650	331,960	442,610	116,180	348,560	464,740	121,990	365,990	487,980
(B) Cargo Flights															
Domestic Cargo Flight															
	Ramp Services			Ramp Services			Ramp Services			Ramp Services			Ramp Services		
Code B	35,000			36,750			38,590			40,520			42,550		
Code C	65,000			68,250			71,660			75,240			79,000		
Code D	135,000			141,750			148,840			156,280			164,090		
Code E	160,000			168,000			176,400			185,220			194,480		
Code F	220,000			231,000			242,550			254,680			267,410		
International Cargo Flight															
Code B	90,000			94,500			99,230			104,190			109,400		
Code C	150,000			157,500			165,380			173,650			182,330		
Code D	225,000			236,250			248,060			260,460			273,480		
Code E	310,000			325,500			341,780			358,870			376,810		
Code F	390,000			409,500			429,980			451,480			474,050		

*Tariff for Domestic Scheduled Flights is also applicable to Domestic Non-Scheduled Flights & General Aviation Operations

Notes:

- Above Tariff Rates are excluding all applicable taxes.
- Tariff indicated above 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 CELEBI GROUND SERVICES CHENNAI PRIVATE LIMITED
IN RESPECT OF INTERNATIONAL ‘NON-SCHEDULED & GENERAL AVIATION’
FOR THE FIRST CONTROL PERIOD (FY 2023-24 to FY 2027-28)
PROPOSED BY AERA FOR STAKEHOLDERS’ CONSULTATION**

Proposed Tariff Rates for Ground Handling Services

(Rates in ₹)

A/C Category	FY 2023-24	FY 2024-25	FY 2025-26	FY 2026-27	FY 2027-28
Maximum Take Off Weight (MTOW)					
0-5000	47,380	49,750	52,240	54,850	57,590
5001-10000	83,275	87,440	91,810	96,400	101,220
10001- 20000	133,930	140,630	147,660	155,040	162,790
20001- 30000	152,885	160,530	168,560	176,990	185,840
30001- 40000	170,330	178,850	187,790	197,180	207,040
40001- 50000	191,475	201,050	211,100	221,660	232,740
50001- 100000	248,270	260,680	273,710	287,400	301,770
100001 – 200000	344,390	361,610	379,690	398,670	418,600
Above 200000	408,831	429,270	450,730	473,270	496,930

Notes:

- Above Tariff Rates are excluding all applicable taxes.
- Tariff indicated above 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

**ITEM-WISE CHARGES FOR M/S CGSCPL IN RESPECT OF GROUND HANDLING SERVICES
AT CHENNAI INTERNATIONAL AIRPORT, CHENNAI, PROPOSED BY AERA
FOR STAKEHOLDERS' CONSULTATION**

**Maximum Item-wise Charges in respect of Domestic* & International
Flights for the First Control Period (FY 2023-24 to FY 2027-28)**

(Rates in ₹)

Sl. No.	SERVICES	UNIT	FY 2023-24		FY 2024-25		FY 2025-26		FY 2026-27		FY 2027-28	
			Dom.	Intl.	Dom.	Intl.	Dom.	Intl.	Dom.	Intl.	Dom.	Intl.
1	Air Cooling Unit per hour usage	Per Hour	24265	37330	25478	39197	26752	41156	28089	43214	29494	45375
2	Air Starter Unit	Per Start	15089	23214	15844	24375	16636	25593	17468	26873	18341	28217
3	Aircraft Disinfection - Freighter A/Cs	Per service	4875	7500	5119	7875	5375	8269	5643	8682	5926	9116
4	Aircraft Disinfection - Pax A/C Code C	Per service	7943	12220	8340	12831	8757	13473	9195	14146	9655	14853
5	Aircraft Disinfection - Pax A/C Code D/E	Per service	14999	23075	15749	24229	16536	25440	17363	26712	18231	28048
6	Aircraft Disinfection - Pax A/C Code F	Per service	23384	35975	24553	37774	25781	39662	27070	41646	28423	43728
7	Aircraft marshalling	Per service	2000	4075	2100	4279	2205	4493	2315	4717	2431	4953
8	Ambulift	Per flight leg	6000	10000	6300	10500	6615	11025	6946	11576	7293	12155
9	Apron Transport (Passenger)	Per Trip	2000	5000	2100	5250	2205	5513	2315	5788	2431	6078
10	Arrange non-scheduled Crew HOTAC	Per flight	1294	1990	1358	2090	1426	2194	1497	2304	1572	2419
11	ATC payment services	Per flight	3000	8000	3150	8400	3308	8820	3473	9261	3647	9724
12	Baggage ID	Per Service	3000	4000	3150	4200	3308	4410	3473	4631	3647	4862
13	Baggage/Cargo cart	Per Hour	1500	3530	1575	3707	1654	3892	1736	4086	1823	4291
14	Ballast Bags refill	Per refill-per bag	1287	1980	1351	2079	1419	2183	1490	2292	1564	2407
15	Blue collar staff	Per staff per hour	2262	3480	2375	3654	2494	3837	2619	4029	2749	4230
16	Brake Cooling Service	Per flight	22061	33940	23164	35637	24322	37419	25538	39290	26815	41254
17	Cabin loading/unloading NB	Per hour	14118	21720	14824	22806	15565	23946	16343	25144	17161	26401
18	Cabin loading/unloading WB	Per hour	17648	27150	18530	28508	19456	29933	20429	31430	21451	33001
19	Cargo / Apron Transport on Apron	Per Flight	6500	10000	6825	10500	7166	11025	7525	11576	7901	12155
20	Cargo Supervision services	Per flight	10108	15550	10613	16328	11144	17144	11701	18001	12286	18901
21	CHOCKS for narrow body aircraft	Per Hour	4875	7500	5119	7875	5375	8269	5643	8682	5926	9116
22	CHOCKS for wide body aircraft	Per hour	5850	9000	6143	9450	6450	9923	6772	10419	7111	10940
23	CONES for narrow	Per Hour	4875	7500	5119	7875	5375	8269	5643	8682	5926	9116

Sl. No.	SERVICES	UNIT	FY 2023-24		FY 2024-25		FY 2025-26		FY 2026-27		FY 2027-28	
			Dom.	Intl.	Dom.	Intl.	Dom.	Intl.	Dom.	Intl.	Dom.	Intl.
	body aircraft											
24	CONES for wide body aircraft	Per Hour	5850	9000	6143	9450	6450	9923	6772	10419	7111	10940
25	Container/Pallet Dolly	Per Hour	1500	4345	1575	4562	1654	4790	1736	5030	1823	5281
26	Container/Pallet Dolly 20 FT	Per Hour	2000	8690	2100	9125	2205	9581	2315	10060	2431	10563
27	Conveyor belt	Per Hour	5000	10095	5250	10600	5513	11130	5788	11686	6078	12271
28	Crew Transport	Per Trip	1800	5000	1890	5250	1985	5513	2084	5788	2188	6078
29	Deportee/INAD handling	Per Passenger	4225	6500	4436	6825	4658	7166	4891	7525	5136	7901
30	Direct crew through airport facilities	Per Service	1000	4090	1050	4295	1103	4509	1158	4735	1216	4971
31	Excess Baggage Fee (% of collection)	As per collection	15%	15%	16%	16%	17%	17%	17%	17%	18%	18%
32	Exterior Cleaning - NB	Per Service	21900	31755	22995	33343	24145	35010	25352	36760	26620	38598
33	Exterior Cleaning - WB	Per Service	58000	84100	60900	88305	63945	92720	67142	97356	70499	102224
34	Fire Extinguisher equipment on ramp (standalone)	Per Flight	1625	2500	1706	2625	1792	2756	1881	2894	1975	3039
35	Forklift	Per Hour	7413	11405	7784	11975	8173	12574	8582	13203	9011	13863
36	Full body suit PPE	Per suit	1333	2050	1399	2153	1469	2260	1543	2373	1620	2492
37	Ground Power Unit	Per Hour	5000	15000	5250	15750	5513	16538	5788	17364	6078	18233
38	Headset service	Per Flight	2500	5000	2625	5250	2756	5513	2894	5788	3039	6078
39	Interior Deep Cleaning - NB	Per Service	8000	19220	8400	20181	8820	21190	9261	22250	9724	23362
40	Interior Deep Cleaning - WB	Per Service	15000	33895	15750	35590	16538	37369	17364	39238	18233	41200
41	Interior Turn Cleaning - NB	Per Service	8000	16700	8400	17535	8820	18412	9261	19332	9724	20299
42	Interior Turn Cleaning - WB	Per Service	15000	27000	15750	28350	16538	29768	17364	31256	18233	32819
43	LDL	Per hour	23329	35890	24495	37685	25720	39569	27006	41547	28356	43625
44	Load Control	Per Flight	9750	15000	10238	15750	10749	16538	11287	17364	11851	18233
45	Loading Of Baggage Into ULD Or Aircraft	PER BAG	325	500	341	525	358	551	376	579	395	608
46	Manual Check-In	Per Passenger	133	205	140	215	147	226	154	237	162	249
47	MDL	Per hour	27622	42495	29003	44620	30453	46851	31976	49193	33574	51653
48	MHB Handling	Per Bag	585	900	614	945	645	992	677	1042	711	1094
49	Offloading Of Baggage From ULD Or Aircraft	PER BAG	325	500	341	525	358	551	376	579	395	608
50	Operational Flight Plan Print Out	Per service	600	4075	630	4279	662	4493	695	4717	729	4953
51	Oversized Baggage Handling	Per Bag	455	700	478	735	502	772	527	810	553	851
52	Passenger Step (mobile)	Per Hour	1500	7195	1575	7555	1654	7932	1736	8329	1823	8746
53	Pushback for narrow body aircraft	Per Push	12000	20000	12600	21000	13230	22050	13892	23153	14586	24310
54	Pushback for wide body aircraft	Per Push	16000	24000	16800	25200	17640	26460	18522	27783	19448	29172
55	Station Management	Per flight	9750	15000	10238	15750	10749	16538	11287	17364	11851	18233

Sl. No.	SERVICES	UNIT	FY 2023-24		FY 2024-25		FY 2025-26		FY 2026-27		FY 2027-28	
			Dom.	Intl.	Dom.	Intl.	Dom.	Intl.	Dom.	Intl.	Dom.	Intl.
56	Stationary (Boarding card & Tags)	Per Flight	7059	10860	7412	11403	7783	11973	8172	12572	8580	13200
57	Supervision & Administration Services	Per flight	5850	9000	6143	9450	6450	9923	6772	10419	7111	10940
58	Tail stand	Per Hour	10000	15000	10500	15750	11025	16538	11576	17364	12155	18233
59	Toilet truck	Per Service	3000	14255	3150	14968	3308	15716	3473	16502	3647	17327
60	Towbar	Per Use	2000	7195	2100	7555	2205	7932	2315	8329	2431	8746
61	Towing of narrow body aircraft	Per Tow	14000	22000	14700	23100	15435	24255	16207	25468	17017	26741
62	Towing of wide body aircraft	Per Tow	24000	29000	25200	30450	26460	31973	27783	33571	29172	35250
63	Transit w/o visa pax	Per Passenger	4225	6500	4436	6825	4658	7166	4891	7525	5136	7901
64	Trestle (standard size - 4ft)	Per Hour	1000	2000	1050	2100	1103	2205	1158	2315	1216	2431
65	Tugs	Per Hour	3000	11405	3150	11975	3308	12574	3473	13203	3647	13863
66	ULD Storage	Per ULD/per day	1000	2695	1050	2830	1103	2971	1158	3120	1216	3276
67	ULD WASHING	PER ULD	2925	4500	3071	4725	3225	4961	3386	5209	3555	5470
68	UM Handling	Per UM	4225	6500	4436	6825	4658	7166	4891	7525	5136	7901
69	Vacuum Cleaner	Per Hour	1853	2850	1945	2993	2042	3142	2145	3299	2252	3464
70	VIP Vehicle (Innova Range)	Per trip	6000	9500	6300	9975	6615	10474	6946	10997	7293	11547
71	VIP Vehicle (Luxury - Mercedes/ BMW / AUDI range)	Per trip	6000	9500	6300	9975	6615	10474	6946	10997	7293	11547
72	VIPs	Per Passenger	4225	6500	4436	6825	4658	7166	4891	7525	5136	7901
73	Water truck	Per Service	3000	14255	3150	14968	3308	15716	3473	16502	3647	17327
74	Water Uplift	Per Ltr.	5	15	5	16	6	17	6	17	6	18
75	Weight Cart Facility	Per Hour	9750	15000	10238	15750	10749	16538	11287	17364	11851	18233
76	Wheel Chair	Per Service	1000	2500	1050	2625	1103	2756	1158	2894	1216	3039
77	White collar staff	Per staff per hour	3221	4955	3382	5203	3551	5463	3728	5736	3915	6023

Dom. = Domestic; Intl. = International

*Tariff for Domestic Flights is also applicable to Domestic General Operation Flights.

Notes:

- Above Tariff Rates are excluding of all applicable taxes, if any.
- Tariff indicated above 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 the 15th of the month will be applicable for the second fortnight.