

परामर्श पत्र संख्या 14/2023-24
Consultation Paper No. 14/2023-24



सत्यमेव जयते

भारतीय विमानपत्तन आर्थिक विनियामक प्राधिकरण
Airports Economic Regulatory Authority of India

मैसर्स बर्ड एयरपोर्ट सर्विसेज (चैन्नई) प्राइवेट लिमिटेड (बी.ए.एस.सी.पी.एल.) के संबंध में चैन्नई अंतर्राष्ट्रीय हवाईअड्डा, चैन्नई में प्रथम नियंत्रण अवधि (वित्त वर्ष 2023-24 से वित्त वर्ष 2027-28) के लिए ग्राउंड हैंडलिंग सेवाओं के लिए टैरिफ निर्धारण के मामले में

IN THE MATTER OF
DETERMINATION OF TARIFF FOR GROUND HANDLING SERVICES
FOR M/s BIRD AIRPORT SERVICES (CHENNAI) PRIVATE LIMITED (BASCPL)
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 the M/s Bird Airport Services (Chennai) Pvt. Ltd. in respect of 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. 14/2023-24 dated 06/10/2023 is 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

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List of Abbreviations:

AERA / Authority	Airports Economic Regulatory Authority of India
BASCPL	Bird Airport Services (Chennai) Private Limited
AIASL	AI Airport Services Limited
CGSCPL	Celebi Ground Services (Chennai) Private Limited
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
EBITDA	Earnings Before Interest, Tax, Depreciation and Amortization
GGIPL	Global Ground India Private Limited
GHA	Ground Handling Agencies
GHS	Ground Handling Services
GSE	Ground Support Equipment
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 Globe Ground India Private Limited (GGIPL) was awarded Concession to provide Ground Handling Services at Chennai International Airport, Chennai through Request for Proposal selection process, by the Airport Operator i.e., 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 GGIPL within 30 days from the date of issue of LOIA, for entering into the concession agreement with AAI and implementation of Concession to provide ground handling services at Chennai International Airport. Accordingly, SPV namely M/s Bird Airport Services (Chennai) Private Limited (BASCPL), was incorporated under the Indian Companies Act, 2013 on 20.01.2023, is considered as “Special Purpose Vehicle” in terms of LOIA dated 18.11.2022
- 1.3 The Airport Operator (AAI) and the Special Purpose Vehicle i.e., M/s BASCPL entered into Concession Agreement on 28.06.2023, for a provision of ground handling services at Chennai International Airport, Chennai for a period of 10 years from the “Commercial Operations Date (COD)”. The Concession term is further extendable for a period of one year at the sole discretion of AAI.
- 1.4 The shareholding structure of the M/s BASCPL is tabulated below.

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

Name and Address	No. of Shares	Shareholding (%)
Globe Ground India Private Limited	5,100	51.00%
Bird Worldwide Flight Services (India) Private Limited	2,900	29.00%
Global Flight Handling Services Private Limited	1,000	10.00%
Gokul Vinimay Private Limited	1,000	10.00%
Total	10,000	100%

- 1.5 Bureau of Civil Aviation Security (BCAS) granted security clearance to M/s BASCPL on 15.05.2023, which is valid for a period of five years from the date of issue of security clearance.
- 1.6 The Authority, vide Order No. 12/2023-24 dated 11.07.2023 approved the Ad-hoc Tariff for M/s Bird Airport Services (Chennai) Private Limited, from commercial operation date (COD) up to 30.09.2023.
- 1.7 Subsequently the Authority, vide Order no. 20/2023-24 dated 27.09.2023, extended the prevailing Ad-hoc Tariff (as on 30.09.2023) for further period i.e., w.e.f. 01.10.2023 up to 31.03.2024 or till the determination of regular Tariff for the ISP, whichever is earlier.
- 1.8 As per the provisions of the Airports Economic Regulatory Authority of India (Terms and Conditions For Determination of Tariff for Services provided for Cargo Facility, Ground Handling and Supply of Fuel to the Aircraft) Guidelines, 2011 (CGF Guidelines), M/s BASCPL submitted the Multi-Year Tariff Proposal (‘MYTP’) on 22.08.2023 in respect of the First Control Period (FY 2023-24 to FY 2027-28), for determination of Tariff pertaining to the Ground Handling Services being provided at Chennai International Airport, Chennai.

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

CHAPTER2: 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 the above mentioned AERA Guidelines and Direction, the following procedure is adopted for the determination of the Materiality Index of the Regulated Service:

STAGE I: MATERIALITY ASSESSMENT:

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

The Materiality Index for Chennai International Airport = 37768/420772
= 8.97%

The percentage share of Chennai International Airport for FY 2019-20 (Pre Covid-Year) in respect of International Aircraft Movements is 8.97%, which is more than 5% Materiality Index (MI_G) for the subject regulated service. Hence, the Regulated Service is deemed '**Material**' in respect of the ISP, for its First Control Period.

Stage II: COMPETITION ASSESSMENT:

- 2.4 The Authority notes that as per the information furnished by M/s BASCPL in form F1(b) of the MYTP, in addition to the ISP, M/s AI Airport Services Limited (AIASL) and M/s Celebi Ground Services Chennai Pvt. Ltd (CGSCPL) are the other two service providers rendering similar services at Chennai International Airport, Chennai. Hence the Regulated Service is deemed as '**Competitive**' in respect of the ISP, for the First Control Period.
- 2.5 As per Clause 3.2 (ii) of the Guidelines, wherever the Regulated Service is deemed as '**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.
- 2.6 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 to the Guidelines and the proposal shall be supported by the following:
- 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(s) that are proposed by the Service Provider.

- 2.7 The Authority notes that the M/s BASCPL has submitted the Annual Tariff Proposal (ATP) along with its MYTP and other requisite documents for the determination of Tariff for Ground Handling Services at Chennai International Airport, except the minutes of the Stakeholders' consultation meeting. ISP is yet to conduct the Stakeholders' Consultation meeting.

The Authority, therefore, directs M/s BASCPL to conduct Stakeholders' Consultation Meeting within the two weeks of the issuance of this Consultation Paper, in compliance to the CGF Guidelines, 2011.

2.8 **Authority's Proposal regarding Methodology of Tariff Determination of M/s BASCPL:**

Based on the material before it and its analysis, the Authority proposes to consider the Tariff determination exercise for M/s BASCPL, in respect of the Ground Handling Services provided by the ISP, 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 BASCPL submission on Projected Aircraft Traffic (Flights to be Handled) during First Control Period

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

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

Year	Total number of Landings at Chennai International Airport			Y-o-Y % increase		
	Domestic	International	Total	Domestic	International	Total
2018-19	69458	19582	89040	-	-	-
2019-20	65,107	18,884	83,991	-6%	-4%	-6%
2020-21	26,387	5,909	32,295	-59%	-69%	-62%
2021-22	36073	9,728	45,801	37%	65%	42%
2022-23	52857	15,990	68,847	47%	64%	50%

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

Table3: Projected Aircraft Traffic (Flights to be handled by ISP) submitted by M/s BASCPL for the First Control Period (FY 2023-24 to FY 2027-28).

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)	2890	1998	4868			
2023-24* (Annualized)	5,780	3,955	9,735	-	-	-
2024-25	6,069	4,152	10,221	5%	5%	5%
2025-26	6,373	4,358	10,731	5%	5%	5%
2026-27	6,691	4,577	11,268	5%	5%	5%
2027-28	7,025	4,805	11,830	5%	5%	5%
Total	31,938	21,847	53,785			

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

Authority's Examination of the Projected Aircraft Traffic (Flights to be handled by the ISP):

- 3.3 The Authority notes that M/s BASCPL is a new entrant at Chennai International Airport and is expected to commence its commercial operations at Chennai International Airport in October, 2023. The Authority, based on the aircraft traffic projection for the FY 2023-24, expects the service provider to have market share around 14% in FY 2023-24, based on the actual aircraft traffic movements in respect of Chennai airport for FY 2022-23, published by the AAI at its website.
- 3.4 The Authority further notes that M/s BASCPL has projected the modest growth rate of 5% on Y-o-Y basis for the aircraft traffic volume to be handled by the ISP for the First Control Period.
- 3.5 As per the statistics available at AAI website, the total Aircraft Traffic handled by Chennai International Airport in FY 2022-23 had reached to 82% of the actual Aircraft Traffic handled in the pre-Covid year i.e., FY 2019-20.
- 3.6 The Authority observes from the AAI statistics that the aircraft movements for the period from April, 2023 to July, 2023 in respect of the Chennai airport have increased by 10%, as compared to the corresponding period of FY 2022-23.
- 3.7 Considering that the service provider is new entrant at Chennai International Airport and taking into account the market competition among the three service providers at Chennai International Airport, aircraft traffic projected by the ISP for the First Control Period is reasonable. Accordingly, the Authority proposes to adopt Aircraft traffic projections (flights to be handled) as submitted by M/s BASCPL for the First Control Period (FY 2023-24 to 2027-28) as per the Table 3 above.

3.8 Authority's Proposal regarding Aircraft Traffic Volume 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 First Control Period as per Table 3.

CHAPTER 4: CAPITAL EXPENDITURE (CAPEX)

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

- 4.1 M/s BASCPL has projected a total Capital Expenditure (CAPEX) of ₹ 5890.49 lakhs for the First Control Period (FY 2023-24 to FY 2027-28). The year-wise & asset-wise Capital Expenditure projected by M/s BASCPL is given below:

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

(₹ in Lakhs)						
Particulars	2023-24	2024-25	2025-26	2026-27	2027-28	Total
Ground Handling Equipment	4424.01	647.24	-	38.77	-	5110.02
Office Equipment	15.07	-	-	-	-	15.07
Motor Vehicles	765.40	-	-	-	-	765.40
Total	5204.48	647.24	-	38.77	-	5890.49

- 4.2 The ISP provided the further details of the proposed CAPEX for the First Control Period as under:

(₹ in Lakhs)					
Financial Year	Particulars	Qty.	Rate	Amount	Asset Class
2023-24	Push Back Tractor - TT110	2	55.79	111.59	Ground Handling Equipment
	Towbar Universal	8	5.20	41.60	
	Passenger Step - 2200-5300mm height	4	9.55	38.20	
	Passenger Step Ladder Non-motorized	2	5.55	11.10	
	Baggage Conveyor Belt - Electric	4	8.05	32.20	
	Ambulift - Lift 2000-4400mm	1	30.05	30.05	
	GPU-140 KVA Single cable	1	56.38	56.38	
	Diesel Baggage Tractor - 25T Tow Capacity	7	32.55	227.86	
	Push back tractors Wide Body TMX 450-50	2	308.81	617.63	
	Passenger Step Ladder motorized	4	23.30	93.20	
	Baggage Conveyor Belt - 9 M Boom Length	2	8.05	16.10	
	Main Deck Loader-15T Capacity for wide body freighters only	1	379.24	379.24	
	Lower Deck Loader-7T Capacity for wide body freighters only	1	184.22	184.22	
	Universal Loader	2	243.81	487.63	

Financial Year	Particulars	Qty.	Rate	Amount	Asset Class
	Toilet servicing Cart - Lift pressure 0.25-0.35 Mpa, Flow rate 120L/min	3	14.05	42.15	Ground Handling Equipment
	Water Servicing Cart - Lift pressure 0.25-0.35 Mpa, Flow rate 120L/min	3	12.55	37.65	
	Ambulift - Universal	1	45.55	45.55	
	Air Conditioning Unit-Cooling capacity 110T Air flow 300 ppm	2	323.36	646.72	
	JET START UNIT-400 PPM Single hose	1	392.69	392.69	
	GPU-180 KVA Single cable	1	62.68	62.68	
	EBT	15	32.55	488.28	
	Baggage trolleys	75	0.85	63.75	
	Pallet Dollies - 10 Feet	75	2.05	153.75	
	Container Dollies	50	1.25	62.50	
	Fuel Bowser 900 L - towable	3	7.21	21.64	
	Wheel chairs	100	0.125	12.50	
	Chocks (12), Marshalling torches (10 pairs*5), Head set (2), By Pass pin for A320/B737 (2), Safety cones (12), Vacuum cleaners (3), Firex (2)	5	5.20	26.00	
	Laser jet Black & White Printer	2	0.20	0.40	Office Equipment
	Laser jet MFP Color Printer	2	0.12	0.24	
	Laptop	20	0.55	11.00	
	Desktop	20	0.40	8.00	
	Mobile Phone	15	0.10	1.50	
	Office New Cabins Set Up / Modification	1	35.00	35.00	
	Vehicle for GA Operations	2	62.55	125.10	Vehicles
	Vehicle GSE Maintenance	2	7.55	15.10	
	Coaches - Electric	5	125.05	625.25	
	Total for FY 2023-24			5204.49	
2024-25	Passenger Step - 2200-5300mm height	5	30.05	150.25	Ground Handling Equipment
	Push Back Tractor - Draw Pull Bar of 12000 DaN	2	55.79	111.59	
	Baggage Conveyor Belt - 5 M Boom Length	20	8.05	161.00	
	Diesel Baggage Tractor - 25T Tow Capacity	3	23.96	71.90	
	Container Dollies	84	1.25	105.00	
	Baggage trolleys	50	0.95	47.50	
	Total for FY 2024-25			647.24	

Financial Year	Particulars	Qty.	Rate	Amount	Asset Class
2026-27	Baggage Conveyor Belt - 5 M Boom Length	1	5.77	5.77	Ground Handling Equipment
	Container Dollies	20	1.25	25.00	
	Wheel chairs	64	0.125	8.00	
	Total for FY 2026-27			38.77	
	Grand Total			5890.49	

Authority's Examination and Analysis:

- 4.3 The Authority observes that M/s BASCPL, out of the proposed total CAPEX of ₹ 5890.49 lakhs, has proposed a major portion of the CAPEX on the procurement of Ground Handling Equipment and allied infrastructure etc., in the first three years of the Control Period, for the smooth commencement of operations and to provide quality services to the Users.
- 4.4 During the Control period, out of total CAPEX the ISP proposed to incur ₹ 5110.02 lakhs (86%) on the procurement of Ground Handling Equipment, ₹15.07 lakhs (0.2%) on office equipment and ₹765.40 lakhs (13.8%) on vehicles.
- 4.5 The Authority, from the submission of the ISP (Email dated 27.09.2023) observes that the ISP has already issued purchase orders amounting to ₹ 3308 lakhs approx. (63.5%) against the total CAPEX proposed for FY 2023-24. The ISP also informed that the remaining CAPEX in respect of the FY 2023-24 will be incurred during the remaining period of the current financial year.
- 4.6 The Authority also notes that M/s BASCPL being a new entrant at the Chennai International Airport is required to make provision for the necessary Ground Support Equipment (GSE) / Allied infrastructure during initial years of the Control Period, for smooth commencement of its commercial operations.
- 4.7 Authority observed that ISP is spending major portion of CAPEX towards the procurement of Ground Handling Equipment, where GST ITC is available. Accordingly, Authority sought clarification from the ISP regarding the treatment of GST component for capitalization of the assets. The ISP vide Email dated 11.09.2023 informed the Authority that the Proposed Capex relating to the Ground Handling equipment excludes GST component.
- 4.8 The Authority, notes that the ISP has proposed CAPEX of ₹ 5890.49 lakhs for the First Control Period and the proposed CAPEX mainly pertains to the Ground Handling Equipment & allied infrastructures, which is essential for the commencement of Ground Handling operations by the new entrant at the Chennai International airport. Hence, the Authority proposes to consider CAPEX for the First Control Period as submitted by the M/s BASCPL 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 BASCPL 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 BASCPL for its Ground Handling operations at Chennai International Airport have been broadly categorized as under:
- a) Payroll Costs;
 - b) Admin and General Expenses;
 - c) Concession Fees;
 - d) Repairs and Maintenance Expenses and
 - e) Utilities & Outsourcing Costs
- 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 5: Revenue, Operating Expenditure and Profitability projected by M/s BASCPL for the First Control Period.

(₹ in lakhs)

Particulars	First Control Period						
	FY 2023-24 (Oct. 2023- Mar. 2024)	FY 2023-24*	FY 2024-25	FY 2025-26	FY 2026-27	FY 2027-28	TOTAL
Revenue from Regulated Services (A)	3,381.65	6763.30	7,597.73	8,533.56	9,589.49	10,772.04	39,874.47
Revenue from Non-Regulated Services (B)	-	-	-	-	-	-	-
Total Revenue from Services (A+B) = C	3,381.65	6763.30	7,597.73	8,533.56	9,589.49	10,772.04	39,874.47
Operating Expenditure							
i. Payroll Cost	1352.66	2,705.32	2,980.17	3,287.80	3,629.15	4,004.62	15254.39
ii. Administrative and General Expenditure	492.91	985.82	1,052.97	1,125.29	1,203.37	1,287.51	5162.06
iii. Concession Fees	1550.00	3100.00	3100.00	3100.00	3100.00	3100.00	13950.00
iv. Repairs & Maintenance Expenses	23.26	46.52	48.85	51.29	53.86	56.55	233.82
v. Utilities & Outsourcing Costs	138.63	277.26	305.44	336.48	370.77	408.49	1,559.82
Total OPEX (i+ii+iii+iv+v) = (D)	3557.46	7114.92	7487.43	7900.86	8357.15	8857.17	36,160.10

Particulars	First Control Period						TOTAL
	FY 2023-24 (Oct. 2023- Mar. 2024)	FY 2023-24*	FY 2024-25	FY 2025-26	FY 2026-27	FY 2027-28	
Earnings Before Interest, Tax, Depreciation and Amortization (EBITDA) (C-D) = E	-175.81	-351.62	110.30	632.70	1,232.34	1,914.87	3,714.38
Depreciation and Amortization = (F)	185.87	371.73	410.55	417.87	420.40	420.40	1,855.08
Interest and Finance Charges = (G)	291.23	582.46	541.67	457.28	368.89	276.04	1,935.12
Profit Before Tax (PBT) (E-F-G) = H	-652.91	-1305.81	-841.92	-242.45	443.05	1218.43	-75.82
Provision for Tax = (I) [#]	-	-	-	-	-	-	-
Profit After Tax (PAT) (H-I)	-652.91	-1305.81	-841.92	-242.45	443.05	1218.43	-75.82

* Annualized figures of Revenue, Operating and Maintenance expenses for FY 2023-24

Nil Tax provision due to anticipated losses in first three tariff years.

Authority's Examination and Analysis:

- 5.4 The Authority has analyzed the Operating Expenditure of the ISP, as 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 6 below:

Table 6: Y-o-Y Percentage (%) increase in the Revenue and Operation & Maintenance Expenditure projected by the ISP during the First Control Period

Particulars	First Control Period			
	FY* 2024-25	FY 2025-26	FY 2026-27	FY 2027-28
Revenue	12.3%	12.3%	12.3%	12.3%
Payroll Expenses	10.3%	10.3%	10.3%	10.3%
Administrative and General Expenses	7%	7%	7%	7%
Concession Fees	0%	0%	0%	0%
Repairs and Maintenance Expenses	5%	5%	5%	5%
Utilities and Outsourcing Expenses	10%	10%	10%	10%

*Percentage increase is after comparing the annualized figures of FY 2023-24 with FY 2024-25.

The Authority's examination of Y-o-Y % growth considered by the M/s BASCPL for projected OPEX from FY 2023-24 onward is given in the following sections:

- a) **Payroll Expenses:** The Authority notes that M/s BASCPL has considered Y-o-Y increase in the Payroll Expenses @ 10.3% p.a. from FY 2024-25 onward, during the First Control Period. It is further noted that the ISP has considered 3% increase in manpower strength on a Y-o-Y basis.

Considering the periodic increase in minimum wages & annual salary increments and related

increase in statutory component like EPF etc., impact of additional manpower to cater to the projected growth in aircraft traffic (flights to be handled by the ISP), the Y-o-Y increase considered by the ISP in Payroll expenses for the First Control Period is reasonable.

- b) Administrative & General Expenses:** The Authority notes that the Y-o-Y increase considered by M/s BASCPL in the Administrative and General Expenses for the Control period is 7%. The Authority's examination regarding Administrative & General expenses is as under:

b.1 Equipment Hire Expenses: The Authority notes that M/s BASCPL has also proposed an Equipment Hire expense which forms around 25% of the total Admin & General Expenses. Further, the Authority observes that the Y-o-Y increase in Equipment Hire Expense is 7% from 2024-25 onwards. In this regard, the Authority observes that the ISP has already proposed significant CAPEX on the GSE. Therefore, the Authority asked the ISP to furnish the details of equipment being hired along with the justification thereof.

The ISP vide Email dated 03.10.2023 clarified that *"we procure equipment as per the normal schedule provided by the airlines. It is not viable to keep the equipment in spares to cater to the need of the sudden requirement of additional equipment due to the sudden change in the flight timing done by the airlines at very short notice. Hence, we take equipment on a hire basis from other ground handling agencies and other vendors who are authorized to provide their equipment on a hire basis at the airport"*.

b.2 Lease/ Space Rent: The Authority observes that lease/rent is another major component of Admin. & General expenses (i.e. ₹ 755 lakhs approx., which almost accounts for 15% of total Admin. & General Expenses). 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. The ISP vide Email dated 11.09.2023 provided copy of supplementary Space and land agreement with AAI. The Authority, from the supplementary agreement notes that the License fee will be escalated @ 7.5% Y-o-Y basis.

In view of above, including clarification furnished by the ISP, and taking into account the projected increase in the aircraft traffic and considering the impact of general inflation and annual escalation in Land/ Space Rent as per concession agreement, the Y-o-Y increase projected by ISP in respect of Administrative and General Expenses for the First Control Period is reasonable.

- c) Concession Fees:** The Authority notes from the clause 7.1.1 of concession agreement executed between AAI and M/s BASCPL, Revenue Share payable to the airport operator (AAI) to be calculated as under:

- i) 3% of the Actual Gross Revenue from the scheduled Domestic Passenger Flights.
- ii) 15% of the Actual Gross Revenue from users other than "scheduled Domestic Passenger Flights and RCS flights".
- iii) 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 the maximum of "Minimum Annual Guarantee" (MAG) and the 'Revenue Share' calculated as per clause 7.1.1 of the concession agreement. Further as per the ISP, MAG will be escalated @ 20% p.a. on completion of five years.

The ISP, vide email dated 26.09.2023 further clarified that they are expecting that the amount of revenue share will be less than the MAG in all the Tariff year of the Control Period. Accordingly, there will be the fixed amount of Concession fee (Amount of MAG) payable to Airport Operator in the Control Period. So, ISP is expecting no growth in the Concession fee in the Control Period from FY 2024-25 onward.

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) Repairs and Maintenance Expenses: The Authority observes that the Y-o-Y increase proposed by M/s BASCPL in the Repair and Maintenance Expenses for the Control period is 5% p.a. from 2024-25 onwards. Considering the impact of annual general inflation, including annual increase in labour component of Repair & Maintenance, the Authority considers the Y-o-Y increase in Repair and Maintenance Expenses for the First Control Period projected by ISP as reasonable.

e) Utilities and Outsourcing Expenses: The Authority observes that from FY 2024-25 onward the Y-o-Y increase proposed by M/s BASCPL in the Utilities and Outsourcing Expenses for the Control Period is 10%. The Authority further observes that the utility and outsourcing costs of the ISP mainly comprise of fuel charges and electricity expenses which are directly linked with the number of flights handled.

In view of the projected increase in aircraft traffic (flights to be handled by the ISP) and the impact of general inflation, the Utility & Outsourcing Expenses projected for the Control Period by the ISP is reasonable.

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

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

CHAPTER 6: ANNUAL TARIFF PROPOSAL

M/s BASCPL Submissions on Annual Tariff Proposal for the First Control Period

6.1 M/s BASCPL has submitted a Tariff proposal for Ground Handling Services pertaining to 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 7: Proposed Tariff Rates for Scheduled Flights submitted by M/s BASCPL for the First Control Period.

(Rates in ₹)

	FY 2023-24			FY 2024-25			FY 2025-26			FY 2026-27			FY 2027-28		
	Pax	Ramp	Full Services	Pax	Ramp	Full Services	Pax	Ramp	Full Services	Pax	Ramp	Full Services	Pax	Ramp	Full Services
Domestic Passenger Flight															
Code B	6,000	14,000	20,000	6,420	14,980	21,400	6,870	16,030	22,900	7,380	17,220	24,600	7,920	18,480	26,400
Code C	9,000	21,000	30,000	9,630	22,470	32,100	10,320	24,080	34,400	11,070	25,830	36,900	11,850	27,650	39,500
International Passenger Flight															
Code C	41,250	96,250	1,37,500	44,160	1,03,040	1,47,200	47,280	1,10,320	1,57,600	50,610	1,18,090	1,68,700	54,180	1,26,420	1,80,600
Code D	61,875	1,44,375	2,06,250	66,210	1,54,490	2,20,700	70,860	1,65,340	2,36,200	75,840	1,76,960	2,52,800	81,150	1,89,350	2,70,500
Code E	82,500	1,92,500	2,75,000	88,290	2,06,010	2,94,300	94,500	2,20,500	3,15,000	1,01,130	2,35,970	3,37,100	1,08,210	2,52,490	3,60,700
Domestic Cargo Flight															
Code C	N/A	N/A	82,500	N/A	N/A	88,300	N/A	N/A	94,500	N/A	N/A	1,01,200	N/A	N/A	1,08,300
Code D	N/A	N/A	1,23,750	N/A	N/A	1,32,500	N/A	N/A	1,41,800	N/A	N/A	1,51,800	N/A	N/A	1,62,500
International Cargo Flight															
Code C	N/A	N/A	1,37,500	N/A	N/A	1,47,200	N/A	N/A	1,57,600	N/A	N/A	1,68,700	N/A	N/A	1,80,600
Code D	N/A	N/A	1,92,500	N/A	N/A	2,06,000	N/A	N/A	2,20,500	N/A	N/A	2,36,000	N/A	N/A	2,52,600
Code E	N/A	N/A	2,32,500	N/A	N/A	2,48,800	N/A	N/A	2,66,300	N/A	N/A	2,85,000	N/A	N/A	3,05,000

Notes:

1. Any flight where either its arrival or departure are international, will also be considered as an International Flight for the purposes of applying above rates.
2. The above rates are for basic Handling Services. As per requirement, airlines/users ask for additional services. The rates for such additional services are given in Annexure-III.
3. The above rates are exclusive of GST and any other applicable Government taxes.

6.2 M/s BASCPL has proposed the following % increase in the proposed Tariff Rates for Scheduled Flights at Chennai International Airport, for the First Control Period, as per table given below:

Table 8: Y-o-Y Percentage (%) Change in the Proposed Tariff for the different categories of Scheduled Flights for the First Control Period.

	FY 2024-25			FY 2025-26			FY 2026-27			FY 2027-28		
	Pax	Ramp	Full Services	Pax	Ramp	Full Services	Pax	Ramp	Full Services	Pax	Ramp	Full Services
Domestic Passenger Flight												
Code B	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
Code C	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
International Passenger Flight												
Code C	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
Code D	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
Code E	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%

	FY 2024-25			FY 2025-26			FY 2026-27			FY 2027-28		
	Pax	Ramp	Full Services	Pax	Ramp	Full Services	Pax	Ramp	Full Services	Pax	Ramp	Full Services
Domestic Cargo Flight												
Code C	N/A	N/A	7%	N/A	N/A	7%	N/A	N/A	7%	N/A	N/A	7%
Code D	N/A	N/A	7%	N/A	N/A	7%	N/A	N/A	7%	N/A	N/A	7%
International Cargo Flight												
Code C	N/A	N/A	7%	N/A	N/A	7%	N/A	N/A	7%	N/A	N/A	7%
Code D	N/A	N/A	7%	N/A	N/A	7%	N/A	N/A	7%	N/A	N/A	7%
Code E	N/A	N/A	7%	N/A	N/A	7%	N/A	N/A	7%	N/A	N/A	7%

6.3 M/s BASCPL has also submitted separate Tariff Rate Card for Non-Scheduled and General Aviation Operations as per the table given below: -

Table 9: Proposed Tariff Rates for Non-Scheduled Flights and General Aviation Operations submitted by M/s BASCPL for the First Control Period.

(Rates in ₹)

Maximum Take Off Weight (MTOW)	FY 2023-24	FY 2024-25	FY 2025-26	FY 2026-27	FY 2027-28
	International	International	International	International	International
0-5000	45,000	48,150	51,521	55,127	58,986
5001-10000	82,500	88,275	94,454	1,01,066	1,08,141
10001- 20000	1,31,250	1,40,438	1,50,269	1,60,788	1,72,043
20001- 35000	1,50,000	1,60,500	1,71,735	1,83,756	1,96,619
35001- 40000	1,68,750	1,80,563	1,93,202	2,06,726	2,21,197
40001- 50000	1,87,500	2,00,625	2,14,669	2,29,696	2,45,775
50001- 100000	2,43,750	2,60,813	2,79,070	2,98,605	3,19,507
100001 – 200000	4,61,250	4,93,538	5,28,086	5,65,052	6,04,606
200001 - 300000	5,43,750	5,81,813	6,22,540	6,66,118	7,12,746
300001 and above	6,56,250	7,02,188	7,51,341	8,03,935	8,60,210

Notes: 1. The above rates are for basic Handling Services. As per requirement, airlines/users ask for additional services. The rates for which are given in Annexure-III.

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

Authority's Examination and Analysis:

6.4 The Authority notes that in the case of Scheduled Flights (Domestic & International), the ISP has proposed 7% Y-o-Y increase in Tariff Rates from FY 2024-25 onwards (Table 8).

6.5 The Authority also notes that M/s BASCPL has proposed a separate Tariff Rate card for Non-Scheduled Flights, considering an increase of 7% Y-o-Y basis in tariff rates from FY 2024-25 onwards (Table 9).

6.6 The Authority, considering the Aircraft Traffic projected by the ISP for the Control Period & projected increase in the Operating Expenditure, due to factors like increase in number of employees to cater to projected increase in aircraft traffic, annual increase in salaries & wages etc., is of the view that ISP requires adequate revenues to cover up the Operating Costs and to get reasonable return on its investments.

- 6.7 It is pertinent to note that the ISP even with the proposed Tariff is likely to suffer losses during the first four Tariff years of the Control Period (Table 5). The Authority considers 7% increase in Tariff Rates proposed by the ISP on Y-o-Y basis from FY 2024-25 onward as reasonable.
- 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 in case of International “Non-Scheduled & General Aviation Operations” only, 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 BASCPL 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 the available material and its analysis, the Authority proposes the following in respect of Tariff structure and Annual Tariff Proposal for the First Control Period:

- 6.11 To consider the Tariff Rates for Ground Handling Services provided by M/s BASCPL at Chennai International Airport in respect of Scheduled Flights, International “Non-Scheduled & General Aviation Flights” and Item-wise Tariff Rate Card for Scheduled & Non-Scheduled Operators, 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 Tariff to be charged. No other charge is to be levied over and above the approved Tariff Rates.
- 6.15 M/s BASCPL 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 AUTHORITY’S PROPOSALS

The below-mentioned summary provides the Authority's proposals relating to relevant chapters regarding the Tariff determination in respect of the Ground Handling Services provided by the ISP at Chennai International Airport for Stakeholders’ Consultation:

Chapter	Para	Summary of the Authority’s Proposals	Page No.
Chapter No.2	2.8	The Authority proposes to consider the Tariff determination exercise for M/s BASCPL, in respect of the Ground Handling Services provided by the ISP, at Chennai International Airport, under the ‘ Light Touch Approach ’ for the First Control Period, as the regulated service is deemed as ‘ Material but Competitive ’	9
Chapter No. 3	3.8	The Authority proposes to consider the Aircraft Traffic (Flights to be handled by the ISP) 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	5.5	The Authority proposes to consider the OPEX for the First Control Period as per Table 5.	18
Chapter No. 6	6.11	The Authority proposes to consider the Tariff Rates for Ground Handling Services provided by M/s BASCPL at Chennai International Airport in respect of Scheduled Flights, International “Non-Scheduled & General Aviation Flights” and Item-wise Tariff Rate Card for Scheduled & Non-Scheduled Operators, 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 Tariff to be charged. No other charge is to be levied over and above the approved Tariff Rates.	
	6.15	The Authority proposes that M/s BASCPL 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 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 in the Consultation Paper (**Annexure-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 **27/10/2023**.

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

(Chairperson)

ANNEXURE I

**TARIFF RATE CARD FOR M/s BASCPL IN RESPECT OF DOMESTIC*& INTERNATIONAL
SCHEDULED FLIGHTS FOR THE FIRST CONTROL PERIOD (FY 2023-24 to FY 2027-28)
AT CHENNAI INTERNATIONAL AIRPORT PROPOSED BY AERA
FOR STAKEHOLDERS' CONSULTATION**

Proposed Tariff Rates for Ground Handling Services

(Rates in ₹)

	FY 2023-24			FY 2024-25			FY 2025-26			FY 2026-27			FY 2027-28		
	Pax	Ramp	Full Services	Pax	Ramp	Full Services	Pax	Ramp	Full Services	Pax	Ramp	Full Services	Pax	Ramp	Full Services
Domestic Passenger Flight															
Code B	6,000	14,000	20,000	6,420	14,980	21,400	6,870	16,030	22,900	7,380	17,220	24,600	7,920	18,480	26,400
Code C	9,000	21,000	30,000	9,630	22,470	32,100	10,320	24,080	34,400	11,070	25,830	36,900	11,850	27,650	39,500
International Passenger Flight															
Code C	41,250	96,250	1,37,500	44,160	1,03,040	1,47,200	47,280	1,10,320	1,57,600	50,610	1,18,090	1,68,700	54,180	1,26,420	1,80,600
Code D	61,875	1,44,375	2,06,250	66,210	1,54,490	2,20,700	70,860	1,65,340	2,36,200	75,840	1,76,960	2,52,800	81,150	1,89,350	2,70,500
Code E	82,500	1,92,500	2,75,000	88,290	2,06,010	2,94,300	94,500	2,20,500	3,15,000	1,01,130	2,35,970	3,37,100	1,08,210	2,52,490	3,60,700
Domestic Cargo Flight															
Code C	N/A	N/A	82,500	N/A	N/A	88,300	N/A	N/A	94,500	N/A	N/A	1,01,200	N/A	N/A	1,08,300
Code D	N/A	N/A	1,23,750	N/A	N/A	1,32,500	N/A	N/A	1,41,800	N/A	N/A	1,51,800	N/A	N/A	1,62,500
International Cargo Flight															
Code C	N/A	N/A	1,37,500	N/A	N/A	1,47,200	N/A	N/A	1,57,600	N/A	N/A	1,68,700	N/A	N/A	1,80,600
Code D	N/A	N/A	1,92,500	N/A	N/A	2,06,000	N/A	N/A	2,20,500	N/A	N/A	2,36,000	N/A	N/A	2,52,600
Code E	N/A	N/A	2,32,500	N/A	N/A	2,48,800	N/A	N/A	2,66,300	N/A	N/A	2,85,000	N/A	N/A	3,05,000

* Tariff for Domestic Scheduled Flights is also applicable to Domestic "Non-Scheduled Flights and General Aviation Flights".

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 BASCPL IN RESPECT OF INTERNATIONAL
“NON-SCHEDULED & GENERAL AVIATION FLIGHTS” FOR THE FIRST CONTROL PERIOD
(FY 2023-24 to FY 2027-28) AT CHENNAI INTERNATIONAL AIRPORT
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
MTOW					
0-5000	45,000	48,150	51,521	55,127	58,986
5001-10000	82,500	88,275	94,454	1,01,066	1,08,141
10001- 20000	1,31,250	1,40,438	1,50,269	1,60,788	1,72,043
20001- 35000	1,50,000	1,60,500	1,71,735	1,83,756	1,96,619
35001- 40000	1,68,750	1,80,563	1,93,202	2,06,726	2,21,197
40001- 50000	1,87,500	2,00,625	2,14,669	2,29,696	2,45,775
50001- 100000	2,43,750	2,60,813	2,79,070	2,98,605	3,19,507
100001 - 200000	4,61,250	4,93,538	5,28,086	5,65,052	6,04,606
200001 - 300000	5,43,750	5,81,813	6,22,540	6,66,118	7,12,746
300001 and above	6,56,250	7,02,188	7,51,341	8,03,935	8,60,210

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 BASCPL IN RESPECT OF GROUND HANDLING SERVICES
AT CHENNAI INTERNATIONAL AIRPORT, CHENNAI, PROPOSED BY AERA
FOR STAKEHOLDERS' CONSULTATION**

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

(Rates in ₹)

S. 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.
Ground Handling Equipment												
1	Ambulift	Per Usage	10,903	17,233	11,666	18,439	12,483	19,730	13,357	21,111	14,292	22,589
2	Ground Power Unit (GPU) 90 KV	Per Hour	8,461	13,373	9,053	14,309	9,687	15,311	10,365	16,383	11,091	17,530
3	Ground Power Unit (GPU) 140 KV	Per Hour	10,903	17,233	11,666	18,439	12,483	19,730	13,357	21,111	14,292	22,589
4	Hook on power	Per flight	872	1,379	933	1,476	998	1,579	1,068	1,690	1,143	1,808
5	Air Conditioner unit (ACU)	Per Hour	17,270	27,298	18,479	29,209	19,773	31,254	21,157	33,442	22,638	35,783
6	Ramp to Flight Deck Communication	Per Turnround	3,490	5,515	3,734	5,901	3,995	6,314	4,275	6,756	4,574	7,229
7	Step Ladder (remote bay) - Narrow Body	Per Hour	5,670	8,961	6,067	9,588	6,492	10,259	6,946	10,977	7,432	11,745
8	Step Ladder (remote bay) - Wide Body	Per Hour	8,460	13,373	9,052	14,309	9,686	15,311	10,364	16,383	11,089	17,530
9	Passenger Bus	Per Trip	3,925	6,204	4,200	6,638	4,494	7,103	4,809	7,600	5,146	8,132
10	Crew Bus	Per Turnround	3,490	5,515	3,734	5,901	3,995	6,314	4,275	6,756	4,574	7,229
11	Conveyor belt loader	Per hour	9,090	14,371	9,726	15,377	10,407	16,453	11,135	17,605	11,914	18,837
12	Fork Lift 10 Ton	Per Hour	8,900	14,063	9,523	15,047	10,190	16,100	10,903	17,227	11,666	18,433
13	Fork Lift 5 Tons	Per Hour	6,280	9,926	6,720	10,621	7,190	11,364	7,693	12,159	8,232	13,010
14	Fork Lift 3 Tons	Per Hour	4,536	7,169	4,854	7,671	5,194	8,208	5,558	8,783	5,947	9,398
15	Air Start Unit (ASU)	Per start	13,520	21,369	14,466	22,865	15,479	24,466	16,563	26,179	17,722	28,012
16	Towbar	Per push / tow	3,490	5,515	3,734	5,901	3,995	6,314	4,275	6,756	4,574	7,229
17	Push Back - Narrow Body	per service	10,470	16,544	11,203	17,702	11,987	18,941	12,826	20,267	13,724	21,686
18	Tow Inter Stand - Narrow Body	Per Tow	15,265	24,127	16,334	25,816	17,477	27,623	18,700	29,557	20,009	31,626

S. 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.
19	Wing Walkers	Per turnaroun d	1,745	2,757	1,867	2,950	1,998	3,157	2,138	3,378	2,288	3,614
20	Toilet service	per service	6,542	10,340	7,000	11,064	7,490	11,838	8,014	12,667	8,575	13,554
21	Water service	per service	5,670	8,961	6,067	9,588	6,492	10,259	6,946	10,977	7,432	11,745
Passenger/Terminal Side and Manpower related.												
22	Unaccompa nied minor handling	per child	2,365	3,737	2,531	3,999	2,708	4,279	2,898	4,579	3,101	4,900
23	Wheel Chair WCHR OR WCHS	per service	2,355	3,722	2,520	3,983	2,696	4,262	2,885	4,560	3,087	4,879
24	WCHC	per service	2,620	4,136	2,803	4,426	2,999	4,736	3,209	5,068	3,434	5,423
25	VIPs	per passenger	3,637	5,748	3,892	6,150	4,164	6,581	4,455	7,042	4,767	7,535
26	Transit w/o visa pax	per passenger	3,637	5,748	3,892	6,150	4,164	6,581	4,455	7,042	4,767	7,535
27	Deportees	per passenger	3,637	5,748	3,892	6,150	4,164	6,581	4,455	7,042	4,767	7,535
28	Floor Walkers/Welcome staff	per personnel/ 8hrs	1,745	2,757	1,867	2,950	1,998	3,157	2,138	3,378	2,288	3,614
29	Manpower (White collar)	per personnel/ 8 hr.	2,617	4,136	2,800	4,426	2,996	4,736	3,206	5,068	3,430	5,423
30	Manpower (Blue collar)	per personnel/ 8 hr.	1,745	2,757	1,867	2,950	1,998	3,157	2,138	3,378	2,288	3,614
31	Excess Baggage Collection	per flight	10% of collection		10% of collection		10% of collection		10% of collection		10% of collection	
32	Val Handling	per std. sz. container	9,092	14,371	9,728	15,377	10,409	16,453	11,138	17,605	11,918	18,837
33	Ballast Bags Refill	Per refill - per Bag	1,308	2,068	1,400	2,213	1,498	2,368	1,603	2,534	1,715	2,711
34	Interior cleaning (Transit) - Narrow Body	per service	12,210	19,301	13,065	20,652	13,980	22,098	14,959	23,645	16,006	25,300
35	Interior cleaning (Transit) - ATR & like	per service	7,065	11,167	7,560	11,949	8,089	12,785	8,655	13,680	9,261	14,638
36	Deep Cleaning - Narrow Body	per service	17,445	27,574	18,666	29,504	19,973	31,569	21,371	33,779	22,867	36,144
37	Deep Cleaning - ATR & like	per service	10,030	15,855	10,732	16,965	11,483	18,153	12,287	19,424	13,147	20,784
38	Flight Deck cleaning	per service	4,360	6,893	4,665	7,376	4,992	7,892	5,341	8,444	5,715	9,035
39	Waste Disposal	per service	1,220	1,930	1,305	2,065	1,396	2,210	1,494	2,365	1,599	2,531
40	Arrange non-scheduled Crew Hotel	per service	1,308	2,068	1,400	2,213	1,498	2,368	1,603	2,534	1,715	2,711

S. 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.
	accommodation											
41	Arrange for non-scheduled Crew Transportation	per service	1,308	2,068	1,400	2,213	1,498	2,368	1,603	2,534	1,715	2,711
42	C.I.Q. assistance / Direct crew thru airport facilities	per arr. or dep. clearance	2,617	4,136	2,800	4,426	2,996	4,736	3,206	5,068	3,430	5,423
43	Cargo Supervision services	per flight	6,530	10,321	6,987	11,043	7,476	11,816	7,999	12,643	8,559	13,528
44	Cargo Supervision services	Per flight	10,012	15,826	10,713	16,934	11,463	18,119	12,265	19,387	13,124	20,744
45	Live Animal Handling	per AVI	1,273	2,012	1,362	2,153	1,457	2,304	1,559	2,465	1,668	2,638

Dom. = Domestic; Intl. = International

** Tariff for Domestic Flights is also applicable to Domestic "Non-Scheduled and General Aviation 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.*