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F. No. AERA/20010/ MYTP/IndoThai/GH/Varanasi/CP-III/2021-26

परामर्श पत्र संख्या 18/2023-24

Consultation Paper No. 18/2023-24



सत्यमेव जयते

भारतीय विमानपत्तन आर्थिक विनियामक प्राधिकरण
Airports Economic Regulatory Authority of India

मैसर्स इंडोथाई वाराणसी प्राइवेट लिमिटेड (आई.वी.पी.एल.) द्वारा लाल बहादुर शास्त्री अंतर्राष्ट्रीय हवाई अड्डा, वाराणसी में प्रदान की जा रही ग्राउंड हैंडलिंग सेवाओं के लिए प्रथम नियंत्रण अवधि (वित्त वर्ष 2023-24 से वित्त वर्ष 2027-28) के लिए टैरिफ निर्धारित करने के मामले में

IN THE MATTER OF DETERMINATION OF TARIFF FOR THE GROUND HANDLING SERVICES IN RESPECT OF M/s INDOTHAI VARANASI PRIVATE LIMITED (IVPL) AT LAL BHADUR SHASTRI INTERNATIONAL AIRPORT, VARANASI FOR THE FIRST CONTROL PERIOD (FY 2023-24 TO FY 2027-28)

जारी करने की तारीख : 17.11.2023

Date of Issue: 17.11.2023

ऐरा बिल्डिंग/AERA Building
प्रशासनिक परिसर/Administrative Complex
सफदरजंग हवाई अड्डा/Safdarjung Airport
नई दिल्ली/New Delhi – 110003

STAKEHOLDERS' COMMENTS

The Authority has released this Consultation Paper, after considering various assumptions stipulated in the Multi-Year Tariff Proposal ('MYTP') submitted by the M/s IndoThai Varanasi Private Limited (IVPL) in respect of Lal Bahadur Shastri International Airport, Varanasi. Accordingly, the Authority's proposals on the various aspects of the Tariff determination process have been explained in detail in this Consultation Paper.

Thus, in accordance with the provisions of Section 13(4) of the AERA Act, 2008, the written comments on Consultation Paper No. 18/2023-24 dated 17/11/2023 are invited from the Stakeholders, preferably in electronic form, at the following address:

Director (P&S, Tariff),
Airports Economic Regulatory Authority of India (AERA),
AERA Administrative Complex,
Safdarjung Airport, New Delhi – 110003, India.
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Copy to: director-ps@aera.gov.in; secretary@aera.gov.in

Last date for submission of Stakeholders' Comments	08/12/2023
Last date for submission of Counter Comments	15/12/2023

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

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

AERA / Authority	Airports Economic Regulatory Authority of India
AIASL	AI Airport Services Limited
ATM	Air Traffic Movement
ATP	Annual Tariff Proposal
BCAS	Bureau of Civil Aviation Security
CAPEX	Capital Expenditure
COD	Commercial Operations Date
CGF	Cargo Facility, Ground Handling & Supply of Fuel to the Aircraft
EBIDTA	Earnings Before Interest, Depreciation, Tax and Amortization
GHA	Ground Handling Agencies
GHS	Ground Handling Services
INR/₹	Indian Rupees
ISP	Independent Service Provider
IAMSPL	IndoThai Airport Management Services Private Limited
IVPL	IndoThai Varanasi Private Limited
LOIA	Letter of Intent to Award
MAG	Minimum Annual Guarantee
MoM	Minutes of Meeting
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 IndoThai Airport Management Services Private Limited (IAMSPL), vide its letter dated 24.09.2021, informed the Authority it had been awarded the contract for providing Ground Handling Services at Lal Bahadur Shastri International Airport, Varanasi by Airports Authority of India (Airport Operator), vide its Letter of Intent to Award (LOIA) dated 13.04.2021.
- 1.2 As per the Letter of Intent to Award (LOIA) dated 13.04.2021, M/s IAMSPL was required to form a Special Purpose Vehicle (SPV) within 30 days from issuance of LOIA. Accordingly, the SPV, M/s IndoThai Varanasi Private Limited (IVPL) was incorporated on 14.05.2021 under the Companies Act, 2013.
- 1.3 The shareholding structure of the M/s IndoThai Varanasi Private Limited, as informed by the ISP, is tabulated as below:

Table-1: Shareholding Structure of M/s IVPL, Varanasi:

Name of Shareholder	No. of Equity Shares	Equity Holding (%)
M/s IndoThai Airport Management Services Private Limited	9,900	99%
Shyam Sunder Malani	100	1%
Total	10,000	100%

- 1.4 Bureau of Civil Aviation Security (BCAS) granted security clearance to M/s IndoThai Varanasi Private Limited vide letter dated 12.05.2022 for a period of five years, from the date of issuance of the security clearance.
- 1.5 Airports Authority of India and M/s IndoThai Varanasi Pvt. Ltd. entered into a License Agreement dated 06.07.2022 for providing Ground Handling Services at Lal Bahadur Shastri International Airport, Varanasi for a period of five years, from the Commercial Operations Date.
- 1.6 Upon receipt of request from M/s IndoThai Varanasi Pvt. Ltd., vide its letter dated 18.05.2022, the Authority, vide its Order No. 12/2022-23 dated 05.07.2022, allowed M/s IndoThai Varanasi Pvt. Ltd. to levy and collect, on Ad-hoc basis, tariff for Ground Handling Services at Lal Bahadur Shastri International Airport, Varanasi w.e.f. 11.07.2022 to 31.03.2023.

The Authority, extended the prevailing ad-hoc tariff (as on 31.03.2023) upto 30.09.2023, vide Order No. 42/2022-23 dated 23.03.2023.

Thereafter, the Authority, vide Order No. 20/2023-24 dated 27.09.2023 further extended the Ad-hoc tariff (as on 30.09.2023) for the period from 01.10.2023 up to 31.03.2024, or, till the determination of regular tariff for the ISP, whichever is earlier.

- 1.7 In accordance with 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 IVPL, submitted its Multi Year Tariff Proposal (MYTP) on 12.09.2023, for the determination of regular Tariff pertaining to the First Control Period, in respect of the Ground Handling Services being provided by the ISP at Lal Bahadur Shastri International Airport, Varanasi.

- 1.8 Subsequently, the ISP based on the AERA observations submitted the revised MYTP on 20.10.2023 to the Authority, after considering the First Control Period from the FY 2023-24 to FY 2027-28.
- 1.9 The Authority, after having examined the MYTP submission of the M/s IVPL in detail and taking into account the additional information/clarifications furnished by the ISP, has issued this Consultation Paper for stakeholders' consultation.

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

- 2.1 The Authority, vide Order No. 12/2010-11 dated 10.01.2011, finalized its approach in the matter of Regulatory Philosophy and Approach in Economic Regulation of the Services provided for Cargo Facility, Ground Handling and Supply of Fuel to the Aircraft at the Major Airports. Accordingly, the Authority issued the Airports Economic Regulatory Authority of India (Terms and Conditions for Determination of Tariff for Services provided for Cargo Facility, Ground Handling and supply of Fuel to the Aircraft) Guidelines, 2011 (“CGF Guidelines”), vide its Direction No. 04/2010-11 dated 10.01.2011.
- 2.2 In accordance with above mentioned AERA CGF Guidelines, the following procedure is adopted for the determination of the Materiality Index of Regulated Service, as per clause 4.4 of the Guidelines:

MATERIALITY ASSESSMENT:

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

$$\begin{aligned} \text{The Materiality Index for Varanasi Airport} &= 2069/420772 \\ &= 0.49\% \end{aligned}$$

The percentage share of Lal Bahadur Shastri International Airport, Varanasi, in respect of the International Aircraft Movements, for the FY 2019-20 is 0.49%, which is less than 5% Materiality Index (MI_G) for the subject regulated service. Hence, the Regulated Service is deemed ‘**Not Material**’ for the First Control Period, at Lal Bahadur Shastri International Airport, Varanasi as per clause 4.4(ii) of the Guidelines.

- 2.3 As per the information furnished by M/s IVPL in Form F1 (b) on competition Assessment, M/s AI Airport Services Limited (AIASL) is also rendering similar services at Lal Bahadur Shastri International Airport, Varanasi.
- 2.4 As per Clause 3.2 (i) of the CGF Guidelines, wherever the Regulated Service provided is ‘Not Material’, the Authority shall determine Tariff(s) for Service Provider(s) based on a ‘**Light Touch Approach**’ for the duration of the Control Period, as per the provisions of Chapter V of the Guidelines.
- 2.5 As per clause 11.2 of the CGF Guidelines, the Annual Tariff Proposal (ATP) is required to be submitted in the manner and form provided in AI 8.2 of Appendix-I to the Guidelines and should be supported by the following:
- Evidence of Consultation with Stakeholders;
 - 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 IVPL submitted the Annual Tariff Proposal (ATP) along with its MYTP. It is observed that the ISP conducted stakeholders’ consultation meeting on 11th September, 2023 and has submitted Minutes of Meeting (MoM) to the Authority, vide email dated 15.09.2023. As per the MoM, the representatives of Vistara Airlines and Akasa Air

participated in the referred consultation meeting. From the MoM, it is noted that none of the stakeholders has raised any issue regarding the Tariff proposed by ISP, for the First Control Period.

2.7 **Authority's Proposal regarding principles for the determination of Tariff of the Aeronautical services:**

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

CHAPTER 3: AIRCRAFT TRAFFIC (FLIGHTS TO BE HANDLED)

M/s IndoThai Varanasi Pvt. Ltd. submission on the Projected Aircraft Traffic (Flights to be Handled) during the First Control Period

3.1 Actual Aircraft Traffic (No. of Landings) handled at the Lal Bahadur Shastri International Airport, Varanasi from FY 2018-19 to FY 2022-23 is given below:

Table 2: Actual Aircraft Traffic handled at Lal Bahadur Shastri International Airport, Varanasi during FY 2018-19 to FY 2022-23

Year	Total number of Landings at Varanasi Airport			Y-o-Y % increase		
	Domestic	International	Total	Domestic	International	Total
2018-19	9992	917	10909	--	--	--
2019-20	10994	1034	12028	10%	13%	10.25%
2020-21	7114	84	7198	-35%	-92%	-40%
2021-22	7825	247	8072	10%	194%	12%
2022-23	9109	470	9579	16%	90%	19%

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

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

Year	Flights to be handled by M/s IVPL 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	1390	25	1415	-	-	-
2024-25	1456	30	1486	5%	20%	5%
2025-26	1535	35	1570	5%	20%	6%
2026-27	2548	43	2591	66%	20%	65%
2027-28	2674	51	2725	5%	20%	5%
TOTAL	9603	183	9786			

Authority's Examination of the Projected Aircraft Traffic

3.3 The Authority observes that the ISP started its commercial operations from 16.07.2022 and had operated partially during the FY 2022-23. Therefore, for the purpose of tariff determination, the Authority has considered the FY 2023-24 as the First Tariff Year and FY 2027-28 as the Fifth/Last Tariff Year of the First Control Period, in respect of the ISP, at Lal Bahadur Shastri International Airport, Varanasi.

3.4 The Authority notes that M/s IVPL has projected a Y-o-Y increase of 5% to 6% for all the tariff years of the Control Period, in respect of the aircraft traffic (flights to be handled by the ISP) except for FY

2026-27, where the ISP has considered an increase of 65% in the projected aircraft traffic.

The Authority sought a clarification from the ISP regarding very high increase projected in the aircraft traffic (flights to be handled) during the FY 2026-27. The ISP, vide email dated 24.10.2023 informed the Authority that it has projected aggressive traffic, considering the re-commencement of operations by the Jet Airways in the FY 2026-27 and expected new business from Air India as some business expected to be shifted from earlier service provider.

- 3.5 As per the statistics available at AAI website, the total Aircraft Traffic (Domestic and International) at Lal Bahadur Shastri International Airport, Varanasi in FY 2022-23 had reached to 80% of the actual Aircraft Traffic handled at the airport in the pre-Covid year i.e., FY 2019-20.
- 3.6 The ISP is expected to have market share of around 14.8% at Lal Bahadur Shastri International Airport, Varanasi, based on M/s IVPL's projected level of operations during the FY 2023-24 when compared to the actual number of total flights handled in the FY 2022-23 at the Varanasi Airport (as per table 2 & 3).
- 3.7 The details of the agencies providing Ground Handling Services to the major airlines at the Varanasi Airport, as per the ISP, is tabulated below:

Airline	Ground Handling Agency/ Self Handling
Air India	M/s AI Airport Services Limited
Air India Express	M/s AI Airport Services Limited
Akasa Air	M/s IndoThai Varanasi Private Limited
Indigo	Self-Handling
Spice Jet	Self-Handling
Vistara Airlines	M/s AI Airport Services Limited

- 3.8 The Authority, considering that the ISP is new entrant at Lal Bahadur Shastri International Airport, Varanasi and taking into account the market competition among the two service providers, considers the Aircraft Traffic projected (flights to be handled) by the ISP for the First Control Period as reasonable.

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

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

- 3.9 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 IndoThai Varanasi Pvt. Ltd.'s Submission on Capital Expenditure for the First Control Period

4.1 M/s IVPL has projected a total Capital Expenditure (CAPEX) of ₹278.55 Lakhs for the First Control Period, as a part of its MYTP submissions. The projected CAPEX has been proposed to be incurred during FY 2023-24 to FY 2027-28. The year-wise & category-wise Capital Expenditure projected by ISP is given below:

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

(₹ in Lakhs)

Particulars of Assets	FY 2023-24	FY 2024-25	FY 2025-26	FY 2026-27	FY 2027-28	Total
Ground Handling Equipment	17.50	25.70	26.40	103.70	10.85	184.15
Vehicles	-	30.20	42.70	6.00	-	78.90
Furniture and Fitting	2.50	-	2.50	2.50	1.50	9.00
Office Equipment	2.50	1.00	1.00	1.00	1.00	6.50
Total	22.50	56.90	72.60	113.20	13.35	278.55

4.2 The ISP has also provided detailed bifurcation of the proposed CAPEX for the First Control Period as under:

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

(₹ in Lakhs)

Sl. no.	Particulars	Cost/ Unit (₹ in lakhs)	FY 2023-24		FY 2024-25		FY 2025-26		FY 2026-27		FY 2027-28		Total
			Qty.	Amount	Qty.	Amount	Qty.	Amount	Qty.	Amount	Qty.	Amount	
1.	Ground Handling Equipment:												
	Tow bar	7.50		-	1	7.50		-		-		-	7.50
	Tugs	25.00		-		-		-	1	25.00		-	25.00
	Electric Baggage Tractors	35.00		-		-		-	2	70.00		-	70.00
	Towable Pax Step ladder	8.00		-		-	1	8.00		-		-	8.00
	Vacuum Cleaner	0.50		-		-		-	4	2.00	2	1.00	3.00
	Baggage Trolley – Covered	0.65		-	16	10.40	25	16.25		-	10	6.50	33.15
	Ambulift Towable	12.00	1	12.00		-		-		-		-	12.00
	Fire Extinguisher trolley	0.15		-	2	0.30	1	0.15	2	0.30	1	0.15	0.90
	Trestle/ Ladder	2.00	1	2.00		-		-		-		-	2.00
	Wheelchairs	0.22		-	25	5.50		-	20	4.40	10	2.20	12.10
	FUEL BOWSER	1.50	1	1.50		-		-		-		-	1.50
	Miscellaneous	-	-	2.00	-	2.00	-	2.00	-	2.00	-	1.00	9.00
	Total	-	-	17.50	-	25.70	-	26.40	-	103.70	-	10.85	184.15
2.	Vehicles:												
	Bus/Coaches - Mini	30.20		-	1	30.20	1	30.20		-		-	60.40
	Car – KIA	12.39		-		-	1	12.50		-		-	12.50

	Car	5.97	-	-	-	-	1	6.00	-	-	6.00		
	Total	-	-	-	30.20	-	42.70	-	6.00	-	78.90		
3.	Furniture & Fittings	-	-	2.50	-	-	2.50	-	2.50	-	1.50	9.00	
4.	Office Equipment	-	-	2.50	-	1.00	-	1.00	-	1.00	-	1.00	6.50
	GRAND TOTAL	-	-	22.50	-	56.90	-	70.10	-	113.20	-	13.35	278.55

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

- 4.3 The Authority notes that the ISP has projected a total CAPEX of ₹278.55 lakhs for the First Control Period. It is observed that out of the total CAPEX, a major portion of the CAPEX i.e., ₹184.15 lakhs have been earmarked for the Ground Handling Equipment and ₹78.90 lakhs on the procurement of vehicles.
- 4.4 On enquiry about the status of CAPEX incurred in FY 2023-24 till date, the ISP informed that they have not incurred any CAPEX so far; but as per the ISP, the projected CAPEX will be achieved before the end of the current financial year.
- 4.5 The Authority, based on its examination, observes that M/s IVPL has proposed only necessary CAPEX for the assets/equipment which are essential for the smooth ground handling operations at the airport. The Authority, therefore, proposes to consider the CAPEX for the First Control Period submitted by the ISP, as per Table 4 above.
- 4.6 The Authority also observes that the ISP would be entitled to claim GST Input Tax Credits (ITC) on the procurement of various eligible movable assets etc., accordingly, the Authority advises the ISP to claim the eligible ITC on such assets and exclude the GST component from the capitalized value of such assets.

Authority's Proposal regarding CAPEX for the First Control Period

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

CHAPTER 5: REVENUE, OPERATING EXPENDITURE AND PROJECTED PROFITABILITY

M/s IVPL's Submission on Operating Expenditure for the First Control Period

5.1 As provided in Clause 9.4 of the CGF Guidelines, the Operation and Maintenance (O&M) Expenditure shall include all expenditures incurred by the Service Provider(s) including expenditure incurred on security operating costs, other mandated operating costs and statutory operating costs.

5.2 Operation and Maintenance Expenditure of M/s IVPL in respect of its Ground Handling operations at Lal Bahadur Shastri International Airport, Varanasi has been broadly categorized as under:

- a) Payroll Costs;
- b) Repair & Maintenance Costs;
- c) Concession Fee/ Revenue Share payable to Airport Operator;
- d) Utilities & Outsourcing Costs;
- e) Administrative & General Expenses

5.3 As per the MYTP submission, Revenue, Operating Expenditure (OPEX) and Profitability projected by the ISP for the First Control Period (FY 2023-24 to FY 2027-28) is as under:

Table 6: Revenue, Operating Expenditure and Profitability projected by M/s IVPL 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)	319.41	354.19	395.57	634.62	735.40	2439.18
Revenue from Non-Regulated Services (B)	-	-	-	-	-	-
Total Revenue from Services (A+B) = (C)	319.41	354.19	395.57	634.62	735.40	2439.18
Operating Expenditure (OPEX)						
Payroll Costs (i)	218.95	229.89	241.39	253.46	266.13	1209.82
Repair & Maintenance Costs (ii)	22.82	24.39	26.07	27.87	29.80	130.96
Concession Fee / Revenue Share payable to Airport Operator (iii)	156.44	128.49	102.80	82.24	65.79	535.76
Utilities & Outsourcing Costs (iv)	1.17	1.19	1.21	1.24	1.26	6.06
Administrative & General Expenses (v)	30.19	31.04	32.49	34.02	35.94	163.68
Total OPEX (i+ii+iii+iv+v) = (D)	429.57	415.01	403.96	398.82	398.92	2,046.28
Earnings Before Interest, Tax, Depreciation and Amortization (EBITDA) (C-D) = (E)	-110.15	-60.82	-8.39	235.79	336.47	392.90
Depreciation and Amortization (F)	51.39	51.94	54.01	59.93	55.27	272.54
Interest & Finance Charges (G)	126.08	146.39	161.92	161.61	144.30	740.31
Profit Before Tax (PBT) (E-F-G) = (H)	-287.63	-259.15	-224.33	14.25	136.90	-619.96
Provision for Tax* (I)	-	-	-	-	-	-
Profit After Tax (PAT) (H-I) = (J)	-287.63	-259.15	-224.33	14.25	136.90	-619.96

*Nil Tax Provision due to anticipated losses in first 3 years of the Control Period.

Authority's Examination and Analysis:

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

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

Particulars	FY 2024-25	FY 2025-26	FY 2026-27	FY 2027-28
Revenue from Regulated Services	11%	12%	60%	16%
Payroll Costs	5%	5%	5%	5%
Repair & Maintenance Costs	7%	7%	7%	7%
Concession Fee/ Revenue Share payable to Airport Operator	-18%	-20%	-20%	-20%
Utilities & Outsourcing Costs	2%	2%	2%	2%
Administrative & General Expenses	3%	5%	5%	6%

5.5 The Authority's examination of Y-o-Y % growth considered by the M/s IVPL in the projected OPEX for the Control Period, from FY 2024-25 (second tariff year) onward, is given in the following sections:

a) **Payroll Costs:** The Authority notes that the ISP has projected a Y-o-Y increase of 5% in Payroll Costs for the Control Period.

The Authority observes that the projected increase in payroll expenses considered by the M/s IVPL is significantly lower than the projected % increase in aircraft traffic volume and revenues. In view of the above and taking into account the impact of periodic increase in minimum wages and annual salary increments and related increase in statutory component like EPF etc., the Authority considers the Y-o-Y increase projected by the ISP in Payroll Costs for the First Control Period as reasonable.

b) **Repairs & Maintenance Costs:** The Authority observes that M/s IVPL has projected a Y-o-Y increase of 7% in R&M expenses for all the Tariff Years during the Control Period. Considering the impact of annual general inflation, including annual increase in labour component of Repair & Maintenance Costs, as per the Authority, the projected R&M expenses considered by the ISP for the First Control Period appears reasonable.

c) **Concession Fee/ Revenue Share payable to Airport Operator:** The Authority notes that from the clause 7.1.1 of the concession agreement executed between AAI and M/s IVPL, Revenue share payable to the Airport Operator (AAI) is to be calculated as:

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

The Authority further notes that from clause 7.1.2 of the above said agreement, every year the ISP shall pay 'Premium', which is the maximum of "Minimum Annual Guarantee" (MAG) or the Revenue Share, calculated as per clause 7.1.1 of the Concession Agreement.

In the first year, Concessionaire will pay MAG quoted at the time of bid. From the second year onward, MAG for Concessionaire will be 80% of the previous year's premium paid by the Concessionaire to the Authority.

As per the ISP, for the second tariff year (FY 2024-25), the premium has been considered based on expected revenue share (which is likely to be more than 80% of the previous year's MAG). However, for the remaining tariff years, M/s IVPL has considered the premium payable to the airport operator based on MAG figures, as the MAG for the respective years is expected to be higher than the Revenue Share (calculated as per the clause 7.1.1 of the agreement) for the same year.

Taking note of the clause 7.1.2 of the concession agreement and clarification furnished by the M/s IVPL, the Authority proposes to consider the premium payable to the airport operator as projected by ISP, for the First Control Period.

- d) Utilities & Outsourcing Costs:** The Authority notes that M/s IVPL has proposed a nominal increase @ 2% per annum in the utility & outsourcing costs for all the tariff years of the First Control Period. The Utility & Outsourcing costs primarily consist of power/electricity expenses and these expenses are directly linked with the number of flights to be handled.

The Authority, observes that the Y-o-Y % increase in the projected Utility & Outsourcing Costs have been increased nominally, as compared to projected increase in aircraft traffic (flights to be handled by the ISP) and revenues for the control period; therefore, the Utility & Outsourcing Costs projected by the ISP for the Control Period is reasonable.

- e) Administrative & General Expenses:** The Authority observes that as per the ISP, the Administrative & General Expenditure is expected to increase between 3% to 6% on Y-o-Y basis, during the First Control Period.

Considering that the projected increase in aircraft traffic and taking into account impact of annual general inflation, the Y-o-Y increase projected by ISP in respect of Administrative and General Expenses for the First Control Period is reasonable.

5.6 The Authority observes that as per the profitability statement projected by the M/s IVPL (Table 6), the service provider is likely to have losses in the first three tariff years of the First Control Period. However, the ISP is expected to generate profits in the background of significant growth in aircraft traffic movement and increase in market share also.

5.7 In view of the above, the Authority proposes to consider the projected Revenue & OPEX for the First Control Period, as submitted by the ISP.

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

5.8 Based on the 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 IndoThai Varanasi Pvt. Ltd. submission on the Annual Tariff Proposal for the First Control Period

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

Table 8: Proposed Tariff Rates for the Scheduled Flights submitted by M/s IVPL 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
(A) Passenger Flights															
Domestic Passenger Flight															
Code B	5198	7798	12996	5472	8208	13680	5760	8640	14400	6048	9072	15120	6350	9526	15876
Code C	6931	10397	17328	7296	10944	18240	7680	11520	19200	8064	12096	20160	8467	12701	21168
Code D	8664	12996	21660	9120	13680	22800	9600	14400	24000	10080	15120	25200	10584	15876	26460
Code E	20794	31190	51984	21888	32832	54720	23040	34560	57600	24192	36288	60480	25402	38102	63504
Code F	41587	62381	103968	43776	65664	109440	46080	69120	115200	48384	72576	120960	50803	76205	127008
International Passenger Flight															
Code B	21101	49236	70337	22212	51827	74039	23381	54555	77936	24550	57283	81833	25777	60147	85925
Code C	21660	50540	72200	22800	53200	76000	24000	56000	80000	25200	58800	84000	26460	61740	88200
Code D	26858	62670	89528	28272	65968	94240	29760	69440	99200	31248	72912	104160	32810	76558	109368
Code E	35522	82886	118408	37392	87248	124640	39360	91840	131200	41328	96432	137760	43394	101254	144648
Code F	40721	95015	135736	42864	100016	142880	45120	105280	150400	47376	110544	157920	49745	116071	165816
(B) Cargo Flights															
Domestic Cargo Flight															
	FY 2023-24			FY 2024-25			FY 2025-26			FY 2026-27			FY 2027-28		
	Ramp Services			Ramp Services			Ramp Services			Ramp Services			Ramp Services		
Code B	39710			41800			44000			46200			48510		
Code C	54150			57000			60000			63000			66150		
Code D	144400			152000			160000			168000			176400		
Code E	189525			199500			210000			220500			231525		
Code F	225625			237500			250000			262500			275625		
International Cargo Flight															
Code B	64980			68400			72000			75600			79380		
Code C	158840			167200			176000			184800			194040		
Code D	180500			190000			200000			210000			220500		
Code E	198550			209000			220000			231000			242550		
Code F	231040			243200			256000			268800			282240		

6.2 M/s IndoThai Varanasi Pvt. Ltd. has proposed the following % increase in the Tariff for the Scheduled Flights on Y-o-Y basis, at Lal Bahadur Shastri International Airport, Varanasi, as stated in the table below:

Table 9: Statement of Y-o-Y Percentage (%) Change in Tariff Rates for Different Category 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
(A) Passenger Flights												
Domestic Passenger Flight												
Code B	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
Code C	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
Code D	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
Code E	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
Code F	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
International Passenger Flight												
Code B	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
Code C	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
Code D	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
Code E	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
Code F	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
(B) Cargo Flights												
Domestic Cargo Flight												
	FY 2024-25			FY 2025-26			FY 2026-27			FY 2027-28		
	Ramp Services			Ramp Services			Ramp Services			Ramp Services		
Code B	5%			5%			5%			5%		
Code C	5%			5%			5%			5%		
Code D	5%			5%			5%			5%		
Code E	5%			5%			5%			5%		
Code F	5%			5%			5%			5%		
International Cargo Flight												
Code B	5%			5%			5%			5%		
Code C	5%			5%			5%			5%		
Code D	5%			5%			5%			5%		
Code E	5%			5%			5%			5%		
Code F	5%			5%			5%			5%		

6.3 M/s IVPL has also submitted a separate Tariff Rate Card for the Non-Scheduled and General Aviation

Flights as per the table given below: -

Table 10: Proposed Tariff Rates for Non-Scheduled Flights submitted by M/s IVPL for the First Control Period

(Rates in ₹)

Financial Year	FY 2023-24		FY 2024-25		FY 2025-26		FY 2026-27		FY 2027-28	
	Domestic	International	Domestic	International	Domestic	International	Domestic	International	Domestic	International
MTOW										
Helicopter	8123	13321	8550	14022	9000	14760	9450	15498	9923	16273
≤ 6000	12184	27382	12825	28823	13500	30340	14175	31857	14884	33450
>6000 – 12000	16696	37003	17575	38950	18500	41000	19425	43050	20396	45203
>12000 – 25000	27075	42553	28500	44793	30000	47150	31500	49508	33075	51983
>25000 – 40000	40613	64754	42750	68163	45000	71750	47250	75338	49613	79104
>40000 – 70000	54150	81406	57000	85690	60000	90200	63000	94710	66150	99446
>70000 – 100000	88445	109157	93100	114903	98000	120950	102900	126998	108045	133347
> 100000 – 150000	112813	162811	118750	171380	125000	180400	131250	189420	137813	198891
> 150000 & Above	135375	185013	142500	194750	150000	205000	157500	215250	165375	226013

Authority’s Examination and Analysis:

- 6.4 The Authority notes that in the case of Scheduled Flights (Domestic and International), the ISP has proposed a Y-o-Y increase of 5% in Tariff Rates from FY 2024-25 onward (*Table 9*).
- 6.5 The Authority also notes that M/s IVPL has proposed a separate Tariff Rate card for Non-Scheduled Flights and has proposed an increase of 5% Y-o-Y basis from FY 2024-25 onward (*Table 10*).
- 6.6 The Authority, taking into consideration the projected increase in the Aircraft Traffic (Flights to be handled) volume for the Control Period and increase in the Operating Expenditure, due to factors like increase in number of manpower, annual increase in salary and wages, general inflation etc., is of the view that ISP requires a minimum level of revenues to meet its projected operating expenditure and earn reasonable return on its investments.

In view of the above, the Authority considers the 5% increase in Tariff Rates proposed by the ISP, on Y-o-Y basis from FY 2024-25 onward for the First Control Period, as reasonable.

- 6.7 The Authority is of the view that the Tariff for Domestic Non-Scheduled and General Aviation Flights, should not be more than the Tariff for 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 International “Non-Scheduled & General Aviation Flights” as per **Annexure-II**.
- 6.8 As regard to the number of services covered under the Rate Card for the ‘Item-wise Charges for Ground Handling Services’, the ISP clarified that they are expected to handle only the Narrow body type of Aircrafts at Lal Bahadur Shastri International Airport, Varanasi & the Item-wise Charges for Ground Handling Services have been proposed accordingly.

- 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 15th of the month will be applicable for the second fortnight.
- 6.10 Further, M/s IVPL should ensure compliance towards Standardization of Ground Handling Equipment at Lal Bahadur Shastri International Airport, Varanasi 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 Tariff Structure and Annual Tariff Proposal in respect of the Ground Handling Services for the First Control Period:

- 6.11 To consider the Tariff Rates for Ground Handling Services provided by M/s IVPL at Lal Bahadur Shastri International Airport, Varanasi, in respect of Scheduled Flights, International "Non-Scheduled & General Aviation Flights" and Item-wise Tariff Rate Card for Ground Handling Services, for the First Control Period as per **Annexures (I, II & III)**.
- 6.12 The Tariff for Domestic Non-Scheduled and General Aviation Flights, 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(s) is to be levied over and above the approved Tariff Rates.
- 6.15 M/s IVPL shall ensure compliance towards Standardization of Ground Handling Equipment at Lal Bahadur Shastri International Airport, Varanasi in accordance with the directives issued by Ministry of Civil Aviation vide its letter no. AV-240 11/10/2021-AAI-MOCA dated 27.10.2022.

CHAPTER 7: SUMMARY OF AUTHORITY'S PROPOSALS

The below-mentioned summary provides the Authority's proposals relating to relevant chapters regarding the Tariff determination exercise for M/s IVPL, providing Ground Handling Services at Lal Bahadur Shastri International Airport, Varanasi, for the Stakeholders' Consultation purpose:

Chapter	Para	Summary of Authority's Proposals	Page No.
Chapter No.2	2.7	The Authority proposes to consider the Tariff determination exercise for M/s IVPL, in respect of Ground Handling Services being provided by the ISP at Lal Bahadur Shastri International Airport, Varanasi, under the ' Light Touch Approach ' for the First Control Period, as the regulated service is deemed ' Not Material '.	9
Chapter No. 3	3.9	The Authority proposes to consider the Aircraft Traffic (Flights to be handled by the ISP) for the First Control Period as per Table 3.	11
Chapter No. 4	4.7	The Authority proposes to consider the projected CAPEX for the First Control Period as per Table 4.	13
Chapter No. 5	5.8	The Authority proposes to consider the OPEX for the First Control Period as per Table 6.	16
Chapter No. 6	6.11	The Authority proposes to consider the Tariff Rates for Ground Handling Services provided by M/s IVPL at Lal Bahadur Shastri International Airport, Varanasi, in respect of Scheduled Flights, International "Non-Scheduled & General Aviation Flights" and Item-wise Tariff Rate Card for Ground Handling Services, for the First Control Period as per Annexures (I, II & III).	20
	6.12	The Tariff for Domestic Non-Scheduled and General Aviation Flights, 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 15 th 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(s) is to be levied over and above the approved Tariff Rates.	
	6.15	The Authority proposes that M/s IVPL shall ensure compliance towards Standardization of Ground Handling Equipment at Lal Bahadur Shastri International Airport, Varanasi in accordance with the directives issued by Ministry of Civil Aviation vide its letter no. AV-240 11/10/2021-AAI-MOCA dated 27.10.2022.	

CHAPTER 8: STAKEHOLDERS' CONSULTATION

- 8.1 In accordance with the provisions of Section 13(4) of the AERA Act, the Authority's proposals contained in Chapter 7 above are hereby put forth for the 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 the 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 **08/12/2023**:

**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 IVPL IN RESPECT OF DOMESTIC* & INTERNATIONAL SCHEDULED FLIGHTS, FOR THE FIRST CONTROL PERIOD (FY 2023-24 to FY 2027-28) AT LAL BAHADUR SHASTRI INTERNATIONAL AIRPORT, VARANASI 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
(A) Passenger Flights															
Domestic Passenger Flight															
Code B	5198	7798	12996	5472	8208	13680	5760	8640	14400	6048	9072	15120	6350	9526	15876
Code C	6931	10397	17328	7296	10944	18240	7680	11520	19200	8064	12096	20160	8467	12701	21168
Code D	8664	12996	21660	9120	13680	22800	9600	14400	24000	10080	15120	25200	10584	15876	26460
Code E	20794	31190	51984	21888	32832	54720	23040	34560	57600	24192	36288	60480	25402	38102	63504
Code F	41587	62381	103968	43776	65664	109440	46080	69120	115200	48384	72576	120960	50803	76205	127008
International Passenger Flight															
Code B	21101	49236	70337	22212	51827	74039	23381	54555	77936	24550	57283	81833	25777	60147	85925
Code C	21660	50540	72200	22800	53200	76000	24000	56000	80000	25200	58800	84000	26460	61740	88200
Code D	26858	62670	89528	28272	65968	94240	29760	69440	99200	31248	72912	104160	32810	76558	109368
Code E	35522	82886	118408	37392	87248	124640	39360	91840	131200	41328	96432	137760	43394	101254	144648
Code F	40721	95015	135736	42864	100016	142880	45120	105280	150400	47376	110544	157920	49745	116071	165816
(B) Cargo Flights															
Domestic Cargo Flight															
	FY 2023-24			FY 2024-25			FY 2025-26			FY 2026-27			FY 2027-28		
	Ramp Services			Ramp Services			Ramp Services			Ramp Services			Ramp Services		
Code B	39710			41800			44000			46200			48510		
Code C	54150			57000			60000			63000			66150		
Code D	144400			152000			160000			168000			176400		
Code E	189525			199500			210000			220500			231525		
Code F	225625			237500			250000			262500			275625		
International Cargo Flight															
Code B	64980			68400			72000			75600			79380		
Code C	158840			167200			176000			184800			194040		
Code D	180500			190000			200000			210000			220500		
Code E	198550			209000			220000			231000			242550		
Code F	231040			243200			256000			268800			282240		

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

Notes:

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

ANNEXURE II

**TARIFF RATE CARD FOR M/s IVPL IN RESPECT OF INTERNATIONAL “NON- SCHEDULED & GENERAL AVIATION FLIGHTS” FOR THE FIRST CONTROL PERIOD (FY 2023-24 to FY 2027-28)
AT LAL BHADUR SHASTRI INTERNATIONAL AIRPORT, VARANASI
PROPOSED BY AERA FOR STAKEHOLDERS’ CONSULTATION**

Proposed Tariff Rates for Ground Handling Services

(Rates in ₹)

Financial Year	FY 2023-24	FY 2024-25	FY 2025-26	FY 2026-27	FY 2027-28
A/C Category	International	International	International	International	International
MTOW (Maximum Take Off Weight)					
Helicopter	13321	14022	14760	15498	16273
≤ 6000	27382	28823	30340	31857	33450
>6000 - 12000	37003	38950	41000	43050	45203
>12000 - 25000	42553	44793	47150	49508	51983
>25000 - 40000	64754	68163	71750	75338	79104
>40000 - 70000	81406	85690	90200	94710	99446
>70000 - 100000	109157	114903	120950	126998	133347
> 100000 - 150000	162811	171380	180400	189420	198891
> 150000 & Above	185013	194750	205000	215250	226013

Notes:

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

ANNEXURE –III

**ITEM-WISE CHARGES FOR THE GROUND HANDLING SERVICES IN RESPECT OF M/s IVPL
AT LAL BAHADUR SHASTRI INTERNATIONAL AIRPORT, VARANASI PROPOSED BY AERA FOR
STAKEHOLDERS' CONSULTATION**

**Maximum Item-wise Charges for the 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 Starter Unit (NB)	Per Start	7500	15000	7875	15750	8269	16538	8682	17364	9116	18233
2	Aircraft Disinfection- Freighter Aircrafts	Per Service	3000	16000	3150	16800	3308	17640	3473	18522	3647	19448
3	Aircraft Disinfection- Pax Aircrafts Code C	Per Service	4000	8000	4200	8400	4410	8820	4631	9261	4862	9724
4	Aircraft Disinfection- Pax Aircrafts Code D/E	Per Service	25000	32000	26250	33600	27563	35280	28941	37044	30388	38896
5	Aircraft Disinfection- Pax Aircrafts Code F	Per Service	-	40000	-	42000	-	44100	-	46305	-	48620
6	Aircraft Marshalling	Per Service	1875	2480	1969	2604	2067	2734	2171	2871	2279	3014
7	Ambulift	Per Flight Leg	5000	10000	5250	10500	5513	11025	5788	11576	6078	12155
8	Apron Transport (Passenger)	Per Trip	950	1600	998	1680	1047	1764	1100	1852	1155	1945
9	Arrange non-scheduled Crew Hotel Accommodation (HOTAC)	Per Flight	10% of Exp.		10% of Exp.		10% of Exp.		10% of Exp.		10% of Exp.	
10	ATC payment services	Per Flight	10% of Exp.		10% of Exp.		10% of Exp.		10% of Exp.		10% of Exp.	
11	Baggage ID	Per Service	10% of Exp.		10% of Exp.		10% of Exp.		10% of Exp.		10% of Exp.	
12	Baggage /Cargo cart	Per Hour	10% of Exp.		10% of Exp.		10% of Exp.		10% of Exp.		10% of Exp.	
13	Blue collar staff	Per Staff Per Hour	400	800	420	840	441	882	463	926	486	972
14	Crew Transport	Per Trip	950	1600	998	1680	1047	1764	1100	1852	1155	1945
15	Deportee/Inadmissible (INAD) handling	Per Passenger	-	1200	-	1260	-	1323	-	1389	-	1459
16	Excess Baggage Fee (% of collection)	As Per Collection	10% of Exp.		10% of Exp.		10% of Exp.		10% of Exp.		10% of Exp.	
17	Exterior Cleaning - NB	Per Service	52500	-	55125	-	57881	-	60775	-	63814	-
18	Ground Power unit 90 KVA	Per Hour	4700	10000	4935	10500	5182	11025	5441	11576	5713	12155
19	Interior Deep Cleaning - NB	Per Service	5000	8000	5250	8400	5513	8820	5788	9261	6078	9724
20	Passenger Step (mobile-NB)	Per Hour	1375	4000	1444	4200	1516	4410	1592	4631	1671	4862
21	Pushback for narrow body aircraft	Per Push	5000	10000	5250	10500	5513	11025	5788	11576	6078	12155
22	Toiler truck	Per Service	1375	2400	1444	2520	1516	2646	1592	2778	1671	2917
23	Towing of narrow body aircraft	Per Tow	5000	10000	5250	10500	5513	11025	5788	11576	6078	12155
24	Unaccompanied Minor (UM) Handling	Per UM	950	1200	998	1260	1047	1323	1100	1389	1155	1459
25	Vacuum Cleaner	Per Hour	3750	4000	3938	4200	4134	4410	4341	4631	4558	4862
26	VIP Vehicle (Innova range)	Per Trip	10000	20000	10500	21000	11025	22050	11576	23153	12155	24310
27	VIP Vehicle (Luxury- Mercedes/BMW/AUDI range)	Per Trip	25000	40000	26250	42000	27563	44100	28941	46305	30388	48620
28	Water truck	Per Service	1375	2400	1444	2520	1516	2646	1592	2778	1671	2917
29	Wheel chair	Per Service	400	2400	420	2520	441	2646	463	2778	486	2917
30	White Collar Staff	Per Staff Per Hour	600	1200	630	1260	662	1323	695	1389	729	1459

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

Dom. = Domestic; Intl. = International

Notes:

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