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परामर्श पत्र संख्या 19/2023-24
Consultation Paper No. 19/2023-24



सत्यमेव जयते

भारतीय विमानपत्तन आर्थिक विनियामक प्राधिकरण
Airports Economic Regulatory Authority of India

मैसर्स इंडोथाई पुणे प्राइवेट लिमिटेड (आई.पी.पी.एल.) द्वारा पुणे अंतर्राष्ट्रीय हवाईअड्डा, 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 PUNE PRIVATE LIMITED (IPPL) AT PUNE INTERNATIONAL AIRPORT, PUNE FOR THE FIRST CONTROL PERIOD (FY 2023-24 TO FY 2027-28)

जारी करने की तारीख : 17.11.2023

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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 IndoThai Pune Private Limited (IPPL) in respect of Pune International Airport. Accordingly, the Authority's proposals on the various aspects of the Tariff determination process have been explained in detail in this Consultation Paper.

Thus, in accordance with the provisions of Section 13(4) of the AERA Act, 2008, the written comments on Consultation Paper No. 19/2023-24 dated 17/11/2023 are invited from the Stakeholders, preferably in electronic form, at the following address:

Director (P&S, Tariff),
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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
GFHSPPL	Global Flight Handling Services (Pune) Private Limited
GHA	Ground Handling Agencies
GHS	Ground Handling Services
INR/₹	Indian Rupees
IPPL	IndoThai Pune Private Limited
ISP	Independent Service Provider
ITAMSPL	IndoThai Airport Management Services 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 Pvt. Ltd. (ITAMSPL) was awarded Concession to provide Ground Handling Services at Pune International Airport, Pune by the Airport Operator i.e., Airports Authority of India (AAI), vide Letter of Intent to Award (LOIA) dated 12.01.2021.
- 1.2 As per the LOIA, a Special Purpose Vehicle (SPV) was required to be formed by the M/s ITAMSPL within 30 days from the date of issue of LOIA, for entering into concession agreement with AAI and implementation of Concession to provide ground handling services at Pune International Airport. Accordingly, SPV namely M/s IndoThai Pune Private Limited (IPPL), was incorporated under the Indian Companies Act, 2013 on 10.02.2021.
- 1.3 The Airport Operator (AAI) and M/s IPPL (Special Purpose Vehicle) entered into Concession Agreement on 13.08.2022, for a provision of ground handling services at Pune International Airport, Pune 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 IPPL is tabulated below.

Table-1: Shareholding Structure of M/s IPPL, Pune:

Name of Shareholder	No. of Shares	Shareholding (%)
M/s IndoThai Airport Management Services Private Limited	9900	99%
Shyam Sunder Malani	100	1%
Total	10,000	100%

- 1.5 M/s IndoThai Pune Private Limited was granted security clearance vide Bureau of Civil Aviation Security (BCAS) letter dated 12.05.2022, which is valid for a period of five years from the date of issuance of security clearance.
- 1.6 Upon receipt of request from M/s IndoThai Pune Pvt. Ltd., vide its letter dated 18.05.2022, the Authority, vide its Order No. 18/2022-23 dated 18.08.2022, allowed M/s IndoThai Pune Pvt. Ltd. to levy and collect, on ad-hoc basis, tariff for Ground Handling Services at Pune International Airport w.e.f. ‘commercial operation date (COD)’ up to 31.03.2023. The Authority extended the prevailing Ad-hoc tariff (as on 31.03.2023) up to 30.09.2023 vide Order No. 42/2022-23 dated 23.03.2023.
- 1.7 Subsequently, 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.
- 1.8 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 IPPL submitted the Multi Year Tariff Proposal (‘MYTP’) pertaining to First Control Period on 23.09.2023, for determination of regular Tariff in respect of the Ground Handling Services being provided by the ISP at Pune International Airport, Pune.
- 1.9 M/s IPPL, initially submitted the MYTP/ ATP considering the FY 2022-23 as the first tariff

year and FY 2026-27 as last tariff year of the First Control Period. Subsequently, M/s IPPL based on the AERA observations submitted the revised MYTP on 16.10.2023, considering the First Control Period from FY 2023-24 to FY 2027-28.

1.10 The Authority, after having examined the MYTP submission of the M/s IPPL 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 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:

MATERIALITY ASSESSMENT:

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

$$\begin{aligned} \text{The Materiality Index for Pune Airport} &= 1195/420772 \\ &= 0.28\% \end{aligned}$$

The percentage share of Pune International Airport, Pune for FY 2019-20 (Pre- Covid Year) in respect of International Aircraft Movements is 0.28%, 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 Pune International Airport, Pune as per clause 4.4(ii) of the Guidelines.

- 2.3 As per the information furnished by M/s IPPL in Form F1 (b) on competition Assessment, M/s AI Airport Services Limited (AIASL) and M/s Global Flight Handling Services (Pune) Private Limited (GFHSPPL) are also rendering similar services at Pune International Airport.
- 2.4 As per Clause 3.2 (i) of the CGF Guidelines, wherever the Regulated Service provided is ‘Not Material’, the Authority shall determine Tariff(s) for Service Provider(s) based on a ‘**Light Touch Approach**’ for the duration of the Control Period, as per the provisions of Chapter V of the Guidelines.
- 2.5 As per clause 11.2 of the 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:
- Documented evidence that consultation with the stakeholders have been undertaken;
 - 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.
- 2.6 The Authority notes that M/s IPPL has submitted the Annual Tariff Proposal (ATP) for the First Control Period as part of its MYTP submission. The ISP conducted stakeholders’ consultation meeting on 21st September, 2023 and has submitted Minutes of Meetings (MoM) to the Authority vide email dated 27.10.2023. As per the minutes of meeting, it is observed that besides participants from the ISP, representatives of Akasa Air, Air Asia participated in the above referred consultation

meeting. From the MoM, it is noted that none of the Stakeholders raised any issue regarding Tariff proposed by ISP for the First Control Period.

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

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

3.1 Actual Aircraft Traffic handled at Pune International Airport, Pune from the FY 2018-19 to FY 2022-23 is given below:

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

Year	Total number of Landings at Pune International Airport			Y-o-Y % increase		
	Domestic	International	Total	Domestic	International	Total
2018-19	57612	2276	59888	--	--	--
2019-20	53066	1195	54261	- 7.9%	- 47.5%	- 9.4%
2020-21	19686	145	19831	- 62.9%	- 87.9%	- 63.5%
2021-22	30519	302	30821	55%	108.3%	55.4%
2022-23	58261	1190	59451	90.9%	294%	92.9%

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

Table 3: Projected Aircraft Traffic (Flights to be handled by ISP) submitted by M/s IPPL for the First Control Period (FY 2023-24 to FY 2027-28)

Year	Flights to be handled by M/s IPPL for the First Control Period		Total (No. of Landings)	Y-o-Y % increase		
	Domestic	International		Domestic	International	Total
2023-24	4331	49	4380	-	-	-
2024-25	4873	52	4925	12.5%	5%	12.4%
2025-26	5287	54	5341	8.5%	5%	8.5%
2026-27	5730	57	5787	8.4%	5%	8.3%
2027-28	6205	60	6265	8.3%	5%	8.3%
Total	26426	272	26698			

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

- 3.3 The ISP started its commercial operations with effect from 22.08.2022 and had operated partially during the FY 2022-23. The Authority, for the purpose of determination of regular Tariff for M/s IPPL at Pune International Airport has considered the FY 2023-24 as the first tariff year and the FY 2027-28 as the fifth tariff year of the First Control Period.
- 3.4 The Authority observes that in respect of FY 2024-25 (second tariff year), the ISP has projected a growth of 12.4% in the total aircraft traffic volume as compared to the FY 2023-24. From the FY 2025-26 onward, M/s IPPL has projected an increase around 8.5% on Y-o-Y basis in the total aircraft traffic volumes (domestic & international).
- 3.5 As per the statistics available at AAI website, the total Aircraft Traffic handled by Pune International Airport in FY 2022-23 had reached to 110% of the actual Aircraft Traffic handled at the Pune airport during 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 September, 2023 in respect of the Pune International Airport, Pune have increased by 16%, as compared to the corresponding period of FY 2022-23.
- 3.7 Based on the projected aircraft traffic volumes for the FY 2023-24 (Table 3), the Authority notes that the ISP is expected to have market share of around 7.4% in the ground handling services at the Pune Airport, when compared with the actual number of total flights handled in FY 2022-23(Table 2) at the Pune airport.
- 3.8 The Authority notes that the ISP has projected a nominal International Aircraft traffic (International Flights to be handled) for the First Control Period. Accordingly, the Authority sought a clarification from the ISP for the less international aircraft traffic volume projection. In response thereto, the ISP informed that they expected to handle only the Non-Scheduled International Flights.
- 3.9 The ISP further provided the detail of the agencies providing the ground handling services to the major airlines operating at the Pune Airport, as per the table given 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 Pune Private Limited
AIX Connect	M/s IndoThai Pune Private Limited
Indigo	Self-handling
Spice Jet	M/s Global Flight Handling Services Private Limited
Vistara Airlines	M/s Global Flight Handling Services Private Limited

3.10 The Authority, taking into account the market competition among the three service providers at Pune International Airport, considers the aircraft traffic volume projected by the ISP for the First Control Period as reasonable. Accordingly, the Authority proposes to consider the projected Aircraft Traffic Volume (flights to be handled by the ISP) as submitted by M/s IPPL for the First Control Period as per the Table 3 above.

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

3.11 Based on the material before it and its analysis, the Authority proposes to consider the Aircraft Traffic Volumes (Flights to be handled by the ISP) for the First Control Period as given in Table 3 above.

CHAPTER 4: CAPITAL EXPENDITURE (CAPEX)

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

4.1 M/s IPPL has projected a total Capital Expenditure (CAPEX) of ₹ 777.75 Lakhs for the First Control Period. The proposed CAPEX is to be incurred during the 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 IPPL 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	48.56	71.50	121.90	253.00	69.20	564.16
Vehicles	68.50	34.25	12.50	74.50	13.34	203.09
Furniture and Fittings	1.50	-	2.00	2.00	1.00	6.50
Office Equipment	1.50	1.00	-	1.00	0.50	4.00
Total	120.06	106.75	136.40	330.50	84.04	777.75

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

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

(₹ in Lakhs)

Sl. no.	Particulars	Cost/ Unit	FY 2023-24		FY 2024-25		FY 2025-26		FY 2026-27		FY 2027-28		Total Amount
			Qty.	Amount	Qty.	Amount	Qty.	Amount	Qty.	Amount	Qty.	Amount	
1.	Ground Handling Equipment:												
	Push Back - Medium	90.00	-	0.00	-	0.00	-	0.00	1	90.00	-	0.00	90.00
	Towbar	7.50	1	7.50	-	0.00	1	7.50	1	7.50	-	0.00	22.50
	Tugs	25.00	-	0.00	-	0.00	-	0.00	2	50.00	-	0.00	50.00
	Electric Baggage Tractors	35.00	-	0.00	-	0.00	2	70.00	2	70.00	-	0.00	140.00
	Ground Power Unit - 90 KVA	36.00	-	0.00	1	36.00		0.00	-	0.00	1	36.00	72.00
	Towable Bulk Freight Loader	8.00	-	0.00	1	8.00	2	16.00	1	8.00	-	0.00	32.00
	Towable Pax Step ladder	8.00	-	0.00	1	8.00	2	16.00	1	8.00	-	0.00	32.00
	Towable toilet cart	4.00	-	0.00	1	4.00	-	0.00	-	0.00	1	4.00	8.00
	Towable water cart	4.00	-	0.00	1	4.00	-	0.00	-	0.00	1	4.00	8.00
	Vacuum Cleaner	0.50	2	1.00	-	0.00	4	2.00	2	1.00	2	1.00	5.00
	Baggage Trolley - Covered	0.70	25	17.50	10	7.00	10	7.00	20	14.00	10	7.00	52.50
	Ambulift Towable	12.00	1	12.00	-	0.00	-	0.00	-	0.00	1	12.00	72400
	Fire Extinguisher TROLLEY	0.15	-	0.00	2	0.30	2	0.30	2	0.30	-	0.00	0.90
	Trestle/ Ladder	2.00	1	2.00	-	0.00		0.00	-	0.00	1	2.00	4.00
	Wheelchairs	0.22	23	5.06	10	2.20	5	1.10	10	2.20	10	2.20	12.76

Sl. no.	Particulars	Cost/ Unit	FY 2023-24		FY 2024-25		FY 2025-26		FY 2026-27		FY 2027-28		Total Amount
			Qty.	Amount	Qty.	Amount	Qty.	Amount	Qty.	Amount	Qty.	Amount	
	Fuel Bowser	1.50	1	1.50	-	0.00		0.00	-	0.00	-	0.00	1.50
	Miscellaneous	0.00	-	2.00		2.00	-	2.00	1	2.00	-	1.00	9.00
	Total			48.56		71.50		121.90		253.00		69.20	564.16
2.	Vehicles:												
	Bus/coaches	34.25	2	68.50	1	34.25	-	-	2	68.50	-	-	171.25
	Car-KIA		-	-	-	-	1	12.50	-	-	-	-	12.50
	Car		-	-	-	-	-	-	1	6.00	1	6.23	12.23
	Tata Yodha		-	-	-	-	-	-	-	-	1	7.11	7.11
	Total			68.50		34.25		12.50		76.50		13.34	203.09
3.	Furniture & Fittings			1.50		-		2.00		2.00		1.00	6.50
4.	Office Equipment			1.50		1.00		-		1.00		0.50	4.00
	GRAND TOTAL			120.06		106.75		136.40		330.50		84.04	777.75

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

- 4.3 The Authority notes that the ISP is providing Ground Handling Services (GHS) at Pune International Airport, Pune from 22.08.2022 and has an Opening Regulatory Asset Base (RAB) of ₹ 599.31 lakhs. The ISP has projected a total CAPEX of ₹ 777.75 lakhs during the First Control Period. Out of Total projected CAPEX, M/s IPPL has projected a major portion of the CAPEX i.e., ₹ 564.16 lakhs (72.54%) on the Ground Handling Equipment and ₹ 203.09 lakhs (26.11%) on the procurement of vehicles.
- 4.4 The Authority sought the status of CAPEX incurred so far in respect of the FY 2023-24. In response, the ISP vide email dated 06.10.2023 stated that they had not incurred any CAPEX till date; however, as per the ISP, they will incur the projected CAPEX on or before the end of FY 2023-24.
- 4.5 The Authority, based on its examination, observes that M/s IPPL has proposed the necessary CAPEX on assets/ equipment which are essential for the smooth ground handling operations at the Airport. The Authority, therefore, proposes to consider the projected CAPEX for the First Control Period as submitted by the ISP, as per Table 4 above.
- 4.6 The Authority notes that the ISP would be eligible to claim GST Input Tax Credits (ITC) on the procurement of various 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 the projected 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.

CHAPTER5: REVENUE FROM OPERATIONS, OPERATING EXPENDITURE AND PROJECTED PROFITABILITY

M/s IPPL's 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 IPPL for its Ground Handling operations at the Pune International Airport have been broadly categorized as under:
- Payroll Cost;
 - Repair and Maintenance Costs;
 - Concession Fee/ Revenue Share payable to Airport Operator;
 - Utilities & Outsourcing;
 - Administrative and Other 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 IPPL for the First Control Period

Particulars	(₹ in Lakhs)					TOTAL
	FY 2023-24	FY 2024-25	FY 2025-26	FY 2026-27	FY 2027-28	
Revenue from Regulated Services (A)	949.30	1,100.36	1,239.36	1,400.05	1,581.07	6,270.15
Revenue from other than Regulated Services (B)	-	-	-	-	-	-
Total Revenue from the Services (A+B) = (C)	949.30	1,100.36	1,239.36	1,400.05	1,581.07	6,270.15
Operating Expenditure (OPEX)						
Payroll Costs (i)	578.44	607.36	637.73	669.62	703.10	3,196.24
Repair and Maintenance Costs (ii)	16.95	18.39	19.97	21.92	23.99	101.21
Concession Fee/ Revenue Share payable to Airport Operator (iii)	154.38	128.15	102.52	82.02	73.22	540.29
Utilities & Outsourcing Expenses (iv)	0.37	0.37	0.38	0.39	0.40	1.90
Administrative & Other Expenses (v)	69.46	70.15	75.25	81.03	87.44	383.32
Total OPEX (i+ii+iii+iv+v) = (D)	819.59	824.43	835.85	854.97	888.14	4,222.97
Earnings Before Interest, Tax, Depreciation and Amortization (EBITDA) (C-D) = (E)	129.71	275.94	403.51	545.09	692.93	2,047.18
Depreciation and Amortization (F)	71.94	75.42	81.52	106.41	104.18	439.46
Interest & Finance Charges (G)	146.34	127.38	104.27	86.86	56.56	521.42
Profit Before Tax (PBT) (E-F-G) = (H)	-88.57	73.14	217.72	351.81	532.19	1,086.29
Provision for Tax (Calculated after taking in to an account the previous years anticipated losses) (I)	0.00	0.00	0.00	55.31	134.00	189.31
Profit After Tax (PAT) (H-I) = (J)	-88.57	73.14	217.72	296.49	398.19	896.98

Authority's Examination and Analysis:

5.4 The Authority has analyzed the Operating Expenditure of the ISP, as provided in the Form F3 (P&L) of the MYTP, for the First Control Period and observes that the ISP has considered the following % increase in Revenues & OPEX on Y-o-Y basis, from the second tariff year onward, as indicated in the Table 7 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	15.9%	12.6%	13%	12.9%
Payroll Costs	5%	5%	5%	5%
Repair and Maintenance Costs	8.5%	8.5%	9.8%	9.5%
Concession Fee/ Revenue Share payable to Airport Operator	-17%	-20%	-20%	-10.7%
Utilities & Outsourcing Expenses	2%	2%	2%	2%
Administrative & Other Expenses	1%	7.3%	7.7%	7.9%

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

- a) **Payroll Cost:** The Authority notes from the MYTP submission that the ISP has projected a Y-o-Y increase of 5% in Payroll costs during the First Control Period. Considering the impact of periodic increase in minimum wages & annual salary increments and related increase in statutory components like EPF etc., the Authority views the Y-o-Y increase projected Payroll expenses by the ISP for the First Control Period as reasonable.
- b) **Repairs and Maintenance Costs:** The Authority observes that M/s IPPL has projected an increase in R&M expenses from second tariff year onward, ranging between 8.5% to 10%, during the First Control Period. The Authority observes that the ISP during the last two tariff years of the Control Period has considered slightly higher R&M Expenses, as compared to initial two years of the Control Period.

As per the Authority, it is imperative for the ground handling agencies to keep the ground handling equipment & allied facilities in proper working conditions, so as to provide safe & better services to users. The Authority in its analysis observes that the overall repair and maintenance costs, as a % of Opening RAB, is ranging between 2% to 3% in all the tariff years of the Control Period, as tabulated hereunder:

(₹ in Lakhs)

Particulars	FY 2023-24	FY 2024-25	FY 2025-26	FY 2026-27	FY 2027-28
Opening RAB	599.31	647.43	678.76	733.65	957.73
Repair and Maintenance Costs	16.95	18.39	19.97	21.92	23.99
% of Opening RAB	2.83%	2.84%	2.94%	2.99%	2.50%

Further, taking into account the impact of annual general inflation, including annual increase in labour component of Repair & Maintenance Costs, the Authority considers the projected R&M expenses for the First Control Period as reasonable.

- c) **Concession Fee/ Revenue Share payable to Airport Operator:** The Authority notes from the clause 7.1.1 of concession agreement, executed between AAI and M/s IPPL, the Revenue Share payable by the ISP to the airport operator (AAI) is 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 flight(s).

The Authority further observes from the clause 7.1.2 of above said agreement, that every year the ISP shall pay ‘Premium’, which is maximum of “Minimum Annual Guarantee” (MAG) and the ‘Revenue Share’, calculated as per the clause 7.1.1 of the concession agreement.

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. 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. As per the ISP, for the first and last tariff year, the premium (concession fee) has been considered based on the expected Revenue Share (which is expected to be more than 80% of previous year’s MAG). However, for remaining tariff years of the Control period, the MAG is expected to be higher than the ‘Revenue Share’ (calculated as per the clause no. 7.1.1 of the agreement); hence the ‘premium’ payable to the airport operator has been considered based on the MAG figures.

In view of the above, the Authority proposes to consider the concession fee (premium) payable to the airport operator as projected by ISP, for the First Control Period.

- d) **Utilities and Outsourcing Expenses:** The Authority notes that M/s IPPL proposed Y-o-Y increase of 2% in the Utilities and Outsourcing Expenses from FY 2024-25 onward. The Authority observes that Utility & Outsourcing Expenses consist of mainly Power Expenses. Further, these expenses are directly linked with the number of flights to be handled by the service provider.

The Authority notes that Y-o-Y increase projected in Utility & Outsourcing Expenses is commensurate with the projected increase in the aircraft traffic and the number of Electricity/Power units consumed. Considering the above, the Utility and Outsourcing Expenses projected for the Control Period by the ISP is reasonable.

- e) **Administrative & Other Expenses:** In respect of Administrative and Other Expenses, M/s IPPL proposed an increase of 1% during FY 2024-25 as compared to the projected figures of FY 2023-24. From FY 2025-26 onward, the ISP has proposed a Y-o-Y increase of around 7% to 8% in Admin. & General Expenses.

The Authority notes that the Land/ Space Rent is a major component of the Admin. & Other Expenses (i.e., ₹ 265 lakhs approx.), which almost accounts for 69% of the total Admin. & Other

Expenses projected for the First Control Period. The Authority further observes from the ISP's submission that Land/Space Rent will be escalated annually @ 7.5% p.a.

Apart from Land/ Space Rent, other major heads of expenses under the Admin. & General Expenses include expenses relating to transportation, travelling and cost of consumables.

In view of the projected increase in the aircraft traffic and considering the impact of general inflation & annual escalation @ 7.5% p.a. in Land/ Space Rent, the Y-o-Y increase of around 7% to 8% projected by the ISP in respect of Administrative and Other Expenses for the First Control Period is reasonable.

- 5.6 The Authority also notes that as per the profitability statement projected for the First Control Period (*Table no. 6*), M/s IPPL is expected to earn a profit of around Rs. 8.96 crores and maintain overall profit margin (Total PAT / Total Revenue) of around 14.3% for the First Control Period.

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

- 5.7 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 IPPL submission on the Annual Tariff Proposal for the First Control Period

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

Table 8: Proposed Tariff Rates for Scheduled Flights submitted by M/s IPPL 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																
	Ramp Services		Ramp Services		Ramp Services		Ramp Services		Ramp Services		Ramp Services		Ramp Services		Ramp Services	
Code B	39710		41800		44000		46200		48510		48510		48510		48510	
Code C	54150		57000		60000		63000		66150		66150		66150		66150	
Code D	144400		152000		160000		168000		176400		176400		176400		176400	
Code E	189525		199500		210000		220500		231525		231525		231525		231525	
Code F	225625		237500		250000		262500		275625		275625		275625		275625	
International Cargo Flight																
	Ramp Services		Ramp Services		Ramp Services		Ramp Services		Ramp Services		Ramp Services		Ramp Services		Ramp Services	
Code B	64980		68400		72000		75600		79380		79380		79380		79380	
Code C	158840		167200		176000		184800		194040		194040		194040		194040	
Code D	180500		190000		200000		210000		220500		220500		220500		220500	
Code E	198550		209000		220000		231000		242550		242550		242550		242550	
Code F	231040		243200		256000		268800		282240		282240		282240		282240	

Notes:

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

6.2 M/s IPPL has proposed the following % increase in the Tariff Rates on Y-o-Y basis in respect of the Scheduled Flights at Pune International Airport as stated in the table below:

Table 9: Statement of Y-o-Y Percentage (%) Change in Tariff Rates for different category of Scheduled Flights in respect of 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												
	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												
	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%		

6.3 M/s IPPL has also submitted separate Tariff Rate Card for 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 IPPL for the First Control Period

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
Maximum Take Off Weight (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 -	27075	42553	28500	44793	30000	47150	31500	49508	33075	51983

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
Maximum Take Off Weight (MTOW)										
25000										
>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

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 observes that in the case of Scheduled Flights (Domestic and International), the ISP has proposed 5% Y-o-Y increase in Tariff Rates from FY 2024-25 onward (*Table 9*).
- 6.5 The Authority also notes that M/s IPPL has proposed a separate Tariff Rate card for Non-Scheduled Flights and similar to scheduled flights, the ISP has proposed an increase of 5% Y-o-Y basis from FY 2024-25 (second tariff year) onward (*Table 10*).
- 6.6 Considering the Aircraft Traffic projected by the ISP for the Control Period and projected increase in Operating Expenditure, due to factors like increase in number of manpower, annual increase in salary and wages, general inflation etc., the Authority is of the view that ISP requires minimum level of revenues to cover-up the Operating Costs and get reasonable return on its investments. In view of the above, the 5% increase in Tariff Rates proposed by the ISP on Y-o-Y basis from FY 2024-25 onward appears reasonable.
- 6.7 The Authority is of the view that the Tariff for Domestic 'Non-Scheduled and General Aviation Flights', should not be more than the Tariff of relevant Domestic Scheduled Flights for a similar class of Aircraft(s). However, the Authority proposes to consider the separate Tariff Rate Card in case of International 'Non-Scheduled & General Aviation Flights' only, as per **Annexure-II**.
- 6.8 As regard to the fewer 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 mainly Narrow body type of Aircraft at Pune International Airport, Pune and Itemised Rate Card has 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 IPPL should ensure compliance towards Standardization of Ground Handling Equipment at Pune International Airport in accordance with the directives issued by the Ministry of Civil Aviation, vide its letter no. AV-24011/10/2021-AAI-MOCA dated 27.10.2022.

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

Based on the material before it and its analysis, the Authority proposes the following Tariff structure and Annual Tariff Proposal for the First Control Period:

- 6.11 To consider the Tariff Rates for Ground Handling Services provided by M/s IPPL at Pune International Airport 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 is to be levied over and above the approved Tariff Rates.
- 6.15 M/s IPPL shall ensure compliance towards Standardization of Ground Handling Equipment at Pune International Airport in accordance with the directives issued by Ministry of Civil Aviation vide its letter no. AV-240 11/10/2021-AAI-MOCA dated 27.10.2022.

CHAPTER 7: SUMMARY OF AUTHORITY'S PROPOSALS

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

Chapter	Para	Summary of Authority's Proposals	Page No.
Chapter No.2	2.7	The Authority proposes to consider the Tariff determination exercise for M/s IPPL, in respect of Ground Handling Services being provided by the ISP at Pune International Airport, under the ' Light Touch Approach ' for the First Control Period, as the regulated service is deemed ' Not Material '.	9
Chapter No. 3	3.11	The Authority proposes to consider the Aircraft Traffic (Flights to be handled) for the First Control Period as per Table 3.	12
Chapter No. 4	4.7	The Authority proposes to consider the projected CAPEX for the First Control Period as per Table 4.	14
Chapter No. 5	5.7	The Authority proposes to consider the OPEX for the First Control Period as per Table 6.	18
Chapter No. 6	6.11	The Authority proposes to consider the Tariff Rates for Ground Handling Services provided by M/s IPPL at Pune International Airport 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).	22
	6.12	The Authority proposes that 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	The Authority proposes that in case of payment in foreign currency, the RBI conversion rate as on the last day of the previous month will be applicable for the first fortnight and the rate prevailing as on the 15th of the month will be applicable for the second fortnight.	
	6.14	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 IPPL shall ensure compliance towards Standardization of Ground Handling Equipment at Pune International Airport in accordance with the directives issued by Ministry of Civil Aviation vide its letter no. AV-240 11/10/2021-AAI-MOCA dated 27.10.2022.	

CHAPTER 8: STAKEHOLDERS' CONSULTATION

- 8.1 In accordance with the provisions of Section 13(4) of the AERA Act, the Authority's proposals contained in Chapter 7 above are hereby put forth for Stakeholders consultation. To assist the Stakeholders in making their submissions in a meaningful and constructive manner, necessary annexures are enclosed to the Consultation Paper (**Annexures-I, II & III**).
- 8.2 For removal of doubts, it is clarified that the contents of this Consultation Paper may not be construed as any Order or Direction of this Authority. The Authority shall pass an Order, in the matter, only after considering the submissions of the Stakeholders in response hereto and by making such decision fully documented and explained in the tariff order in terms of the provisions of the Act.
- 8.3 The Authority welcomes written evidence-based feedback, comments and suggestions from Stakeholders on the proposals made in Chapter 7 above, latest by **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 INDOTHAI PUNE PRIVATE LIMITED IN RESPECT
OF DOMESTIC* & INTERNATIONAL SCHEDULED FLIGHTS FOR THE
FIRST CONTROL PERIOD (FY 2023-24 to FY 2027-28) AT PUNE
INTERNATIONAL AIRPORT PROPOSED BY AERA
FOR STAKEHOLDERS' CONSULTATION**

Proposed Tariff Rates for the 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																
	Ramp Services		Ramp Services		Ramp Services		Ramp Services		Ramp Services		Ramp Services		Ramp Services		Ramp Services	
Code B	39710		41800		44000		46200		48510		50710		52910		55110	
Code C	54150		57000		60000		63000		66150		69300		72450		75600	
Code D	144400		152000		160000		168000		176400		184800		193200		201600	
Code E	189525		199500		210000		220500		231525		242550		253575		264600	
Code F	225625		237500		250000		262500		275625		288750		301875		315000	
International Cargo Flight																
Code B	64980		68400		72000		75600		79380		83160		86940		90720	
Code C	158840		167200		176000		184800		194040		203200		212000		220800	
Code D	180500		190000		200000		210000		220500		230500		240500		250500	
Code E	198550		209000		220000		231000		242550		253575		264600		275625	
Code F	231040		243200		256000		268800		282240		295680		309120		322560	

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

Notes:

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

**TARIFF RATE CARD FOR M/S INDOTHAI PUNE PRIVATE LIMITED IN RESPECT OF
INTERNATIONAL 'NON-SCHEDULED & GENERAL AVIATION FLIGHTS'
FOR THE FIRST CONTROL PERIOD (FY 2023-24 to FY 2027-28) AT
PUNE INTERNATIONAL AIRPORT PROPOSED BY AERA
FOR STAKEHOLDERS' CONSULTATION**

Proposed Tariff Rates for the 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					
Maximum Take Off Weight (MTOW)					
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 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.

**ITEM WISE CHARGES FOR M/s IPPL IN RESPECT OF GROUND HANDLING SERVICES
AT PUNE INTERNATIONAL AIRPORT, PUNE, PROPOSED BY AERA
FOR STAKEHOLDERS' CONSULTATION**

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

(Rates in ₹)

Sl. No.	SERVICES	UNIT	FY 2023-24		FY 2024-25		FY 2025-26		FY 2026-27		FY 2027-28	
			Dom.	Intl.	Dom.	Intl.	Dom.	Intl.	Dom.	Intl.	Dom.	Intl.
1	Air Starter Unit (NB)	Per Start	7,500	15,000	7,875	15,750	8,269	16,538	8,682	17,364	9,116	18,233
2	Aircraft Disinfection-Freighter Aircrafts	Per Service	3,000	16,000	3,150	16,800	3,308	17,640	3,473	18,522	3,647	19,448
3	Aircraft Disinfection-Pax Aircrafts Code C	Per Service	4,000	8,000	4,200	8,400	4,410	8,820	4,631	9,261	4,862	9,724
4	Aircraft Disinfection-Pax Aircrafts Code D/E	Per Service	25,000	32,000	26,250	33,600	27,563	35,280	28,941	37,044	30,388	38,896
5	Aircraft Disinfection-Pax Aircrafts Code F	Per Service	-	40,000	-	42,000	-	44,100	-	46,305	-	48,620
6	Aircraft Marshalling	Per Service	1,875	2,480	1,969	2,604	2,067	2,734	2,171	2,871	2,279	3,014
7	Ambulift	Per flight leg	5,000	10,000	5,250	10,500	5,513	11,025	5,788	11,576	6,078	12,155
8	Apron Transport (Passenger)	Per Trip	950	1,600	998	1,680	1,047	1,764	1,100	1,852	1,155	1,945
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	1,600	998	1,680	1,047	1,764	1,100	1,852	1,155	1,945
15	Deportee/Inadmissible (INAD) handling	Per passenger	-	1,200	-	1,260	-	1,323	-	1,389	-	1,459
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	52,500	-	55,125	-	57,881	-	60,775	-	63,814	-
18	Ground Power unit 90KVA	Per Hour	4,700	10,000	4,935	10,500	5,182	11,025	5,441	11,576	5,713	12,155
19	Interior Deep Cleaning - NB	Per Service	5,000	8,000	5,250	8,400	5,513	8,820	5,788	9,261	6,078	9,724
20	Passenger Step (mobile-NB)	Per Hour	1,375	4,000	1,444	4,200	1,516	4,410	1,592	4,631	1,671	4,862
21	Pushback for narrow body aircraft	Per Push	5,000	10,000	5,250	10,500	5,513	11,025	5,788	11,576	6,078	12,155

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.
22	Toiler truck	Per Service	1,375	2,400	1,444	2,520	1,516	2,646	1,592	2,778	1,671	2,917
23	Towing of narrow body aircraft	Per Tow	5,000	10,000	5,250	10,500	5,513	11,025	5,788	11,576	6,078	12,155
24	Unaccompanied Minor (UM) Handling	per UM	950	1,200	998	1,260	1,047	1,323	1,100	1,389	1,155	1,459
25	Vacuum Cleaner	Per Hour	3,750	4,000	3,938	4,200	4,134	4,410	4,341	4,631	4,558	4,862
26	VIP Vehicle (Innova range)	Per Trip	10,000	20,000	10,500	21,000	11,025	22,050	11,576	23,153	12,155	24,310
27	VIP Vehicle (Luxury-Mercedes/BMW/AUDI range)	Per Trip	25,000	40,000	26,250	42,000	27,563	44,100	28,941	46,305	30,388	48,620
28	Water truck	Per Service	1,375	2,400	1,444	2,520	1,516	2,646	1,592	2,778	1,671	2,917
29	Wheel chair	Per Service	400	2,400	420	2,520	441	2,646	463	2,778	486	2,917
30	White Collar Staff	Per staff per hour	600	1,200	630	1,260	662	1,323	695	1,389	729	1,459

* 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 15th of the month will be applicable for the second fortnight.