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

परामर्श पत्र संख्या 20/2023-24  
Consultation Paper No. 20/2023-24



सत्यमेव जयते

भारतीय विमानपत्तन आर्थिक विनियामक प्राधिकरण  
Airports Economic Regulatory Authority of India

मैसर्स इंडोथाई भुवनेश्वर प्राइवेट लिमिटेड (आई.टी.बी.पी.एल.) की बीजू पटनायक अंतर्राष्ट्रीय हवाईअड्डा, भुवनेश्वर में ग्राउंड हैंडलिंग सेवाओं के संबंध में 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 IN RESPECT OF GROUND HANDLING SERVICES FOR M/s INDOTHAI BHUBANESWAR PRIVATE LIMITED (ITBPL) AT BIJU PATNAIK INTERNATIONAL AIRPORT, BHUBANESWAR FOR THE FIRST CONTROL PERIOD (FY 2023-24 TO FY 2027-28)**

जारी करने की तारीख : 01.12.2023

Date of Issue: 01.12.2023

ऐरा बिल्डिंग/AERA Building  
प्रशासनिक परिसर/Administrative Complex  
सफदरजंग हवाईअड्डा/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 Bhubaneswar Private Limited (ITBPL) for providing Ground Handling Services at Biju Patnaik International Airport, Bhubaneswar. 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. 20/2023-24 dated 01.12.2023 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.  
Email: [satish.kr@aera.gov.in](mailto:satish.kr@aera.gov.in); [prabhjot.marwah@nic.in](mailto:prabhjot.marwah@nic.in)  
Copy to: [director-ps@aera.gov.in](mailto:director-ps@aera.gov.in); [secretary@aera.gov.in](mailto:secretary@aera.gov.in)

<b>Last date for submission of Stakeholders' Comments</b>	<b>22.12.2023</b>
<b>Last date for submission of Counter Comments</b>	<b>29.12.2023</b>

Comments and Counter Comments will be posted on AERA's website: [www.aera.gov.in](http://www.aera.gov.in)

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

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### List of Abbreviations

AERA / Authority	Airports Economic Regulatory Authority of India
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
GHA	Ground Handling Agencies
EBIDTA	Earnings Before Interest, Depreciation, Tax and Amortization
GHS	Ground Handling Services
ITBPL	IndoThai Bhubaneswar Private Limited
INR/₹	Indian Rupees
ISP	Independent Service Provider
LOIA	Letter of Intent to Award
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 Bhubaneswar Pvt. Ltd. (ITBPL) vide letter dated 24.09.2021 informed the Authority that M/s IndoThai Airport Management Services Pvt. Ltd. has been selected, through RFP selection process, by Airports Authority of India (AAI) for providing Ground Handling Services at Biju Patnaik International Airport, Bhubaneswar, for a period of 10 years from the Commercial Operations Date (“COD”). In accordance to clause 5 of Letter of Intent to award (LOIA) dated 19.02.2021, a Special Purpose Vehicle (SPV) “ITBPL” was incorporated on 24.03.2021 for providing Ground Handling Services (GHS) at Biju Patnaik International Airport, Bhubaneswar.
- 1.2 The shareholding structure of the M/s ITBPL (SPV) is tabulated below:

**Table-1: Shareholding Structure of M/s ITBPL:**

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

- 1.3 Subsequently, M/s ITBPL, vide letter dated 18.05.2022, submitted copies of Certificate of Incorporation of SPV and Security Clearance given by Bureau of Civil Aviation Security (BCAS). ISP vide above referred letter requested the Authority to allow them to charge the same Tariff, as approved by AERA for the other Ground Handling Service Provider at Bhubaneswar Airport namely, AI Airport Services Limited (earlier known as Air India Airport Services Limited), on ad-hoc basis. Thereafter, M/s ITBPL submitted a copy of Concession Agreement dated 19.05.2022, executed between AAI & M/s ITBPL.
- 1.4 The Authority noted that SPV “ITBPL” has obtained the security clearance from BCAS vide its letter dated 13.05.2022, valid for a period of 5 years, from the date of issue of security clearance and started its commercial operation at Bhubaneswar Airport on 16.07.2022.
- 1.5 Considering the request of M/s ITBPL, the Authority, vide Order No. 10/2022-23 dated 30.06.2022 allowed M/s ITBPL to levy the then prevailing tariff for Ground Handling Services as applicable to AI Airport Services Ltd. at Biju Patnaik International Airport, Bhubaneswar, on ad-hoc basis, w.e.f. 01.07.2022 to 31.03.2023.
- Subsequently, the Authority, vide Order No. 42/2022-23 dated 23.03.2023 extended the ad-hoc tariff (prevailing as on 31.03.2023) for the period up to 30.09.2023. Thereafter, the Authority, vide Order No. 20/2023-24 dated 27.09.2023 extended the ad-hoc tariff for a further period of six months i.e., up to 31.03.2024, or, till the determination of regular tariff for the ISP, whichever is earlier.
- 1.6 The ISP, vide email dated 04.09.2023 submitted Multi Year Tariff Proposal (MYTP) in respect of the First Control Period (FY 2023-24 to FY 2027-28) for the determination of

Tariff, in respect of Ground Handling Services being provided by the service provider at Biju Patnaik International Airport, Bhubaneswar. The Authority, during the initial review of the MYTP, observed some shortcomings/ information gaps; accordingly, various clarifications / additional details were sought from the ISP. Based on the AERA observations, ISP submitted the revised MYTP for the First Control Period vide its email dated 24<sup>th</sup> October, 2023.

- 1.7 The Authority, after having examined the MYTP submission of the M/s ITBPL 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:**

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

$$\begin{aligned} \text{The Materiality Index for Bhubaneswar Airport} &= 623/420772 \\ &= 0.15\% \end{aligned}$$

The percentage share of Biju Patnaik International Airport, Bhubaneswar for FY 2019-20 (Pre-Covid Year) in respect of International Aircraft Movements is 0.15%, which is less than 5% Materiality Index (MI<sub>G</sub>) for the subject regulated service. Hence, the Regulated Service is deemed ‘**Not Material**’ for the First Control Period at Biju Patnaik International Airport, Bhubaneswar. As per the information furnished by M/s ITBPL in Form F1 (b) on competition Assessment, M/s AI Airport Services Limited (AIASL) is also rendering similar services at Biju Patnaik International Airport, Bhubaneswar.

- 2.3 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.
- 2.4 As per the information furnished by M/s ITBPL in form F1(b) relating to the competition assessment, M/s AI Airport Services Limited (AIASL) is also rendering similar services at the Bhubaneswar airport.
- 2.5 The tariff determination exercise for the ISP in the instant proposal is being done under the “Light Touch Approach”. However, it is pertinent to mention that even under the Light Touch Approach, the Authority examines the various regulatory building blocks & underlying assumptions/ basis thereof, including projected Revenues, CAPEX, OPEX, Traffic Volumes, etc. considered by the ISP, so as to assess the reasonableness of various projections, including tariff proposed by the service provider. Accordingly, in accordance with CGF Guidelines (Clause 11.3), wherever



required, necessary clarifications/ additional details etc., related to pertinent aspects of the proposal were sought from the service provider.

2.6 As per clause 11.2 of the CGF Guidelines, the Annual Tariff Proposal (ATP) is required to be submitted in the manner and form provided in AI 8.2 of Appendix-I to the Guidelines and should be supported by the following:

a) Evidence of Consultation with Stakeholders;

b) Evidence of User Agreement(s), if any, between the Service Provider and the User of Regulated Service(s) clearly indicating the Tariff proposed by the Service Provider.

2.7 The Authority notes that M/s ITBPL has submitted the Annual Tariff Proposal (ATP) along with its MYTP. The ISP conducted stakeholders' consultation meetings on 25<sup>th</sup> August, 2023 and has submitted Minutes of Meeting (MoM) to the Authority. As per the MoM, none of the stakeholders raised any issue relating to the Tariff proposed by the ISP for the First Control Period.

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

2.8 Based on the material before it and its analysis, the Authority proposes to consider the Tariff determination exercise for M/s ITBPL, in respect of Ground Handling Services being provided by the ISP at Biju Patnaik International Airport, Bhubaneswar, 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 ITBPL submission on Projected Aircraft Traffic for the First Control Period**

3.1 Actual Aircraft Traffic (No. of Landings) handled at Biju Patnaik International Airport, Bhubaneswar from FY 2018-19 to FY 2022-23 is given below:

**Table 2: Actual Aircraft Traffic handled at Biju Patnaik International Airport, Bhubaneswar during FY 2018-19 to FY 2022-23**

Year	Total number of Landing at Biju Patnaik International Airport, Bhubaneswar			Y-o-Y % increase		
	Domestic	International	Total	Domestic	International	Total
2018-19	14851	344	15195	--	--	--
2019-20	13654	312	13966	-8%	-9%	-8%
2020-21	7087	46	7133	-48%	-85%	-49%
2021-22	9699	10	9709	37%	-78%	36%
2022-23	15357	16	15373	58%	60%	58%

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

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

Year	Flights to be handled by M/s ITBPL for the First Control Period		Total (No. of Landings)	Y-o-Y % increase		
	Domestic	International		Domestic	International	Total
2023-24	5160	25	5185	-	-	-
2024-25	5420	26	5446	5%	4%	5%
2025-26	5690	28	5718	5%	8%	5%
2026-27	5975	29	6004	5%	4%	5%
2027-28	6275	30	6305	5%	3%	5%
TOTAL	28520	138	28658			

**Authority's Examination and Analysis:**

- 3.3 The Authority notes that M/s ITBPL from FY 2024-25 onward has projected Y-o-Y increase of 5% in total number of flights to be handled, during the remaining tariff years of the Control Period.
- 3.4 As per the statistics available at AAI website, the total Aircraft Traffic (Domestic and International) at Biju Patnaik International Airport, Bhubaneswar in the FY 2022-23 had surpassed the actual Aircraft Traffic handled during the pre-Covid period (FY 2019-20) at this Airport (Reference Table 2 above).
- 3.5 The Authority also notes that ISP has projected 5185 flights (Domestic and International flights) to be handled during the FY 2023-24, which is approx. 34% of the total number of flights i.e., 15373 (Domestic and International flights) landed at the Bhubaneswar during the FY 2022-23. Accordingly, the ISP is expected to have a market share around 34% during the first tariff year of the Control Period.
- 3.6 The ISP has commenced its commercial operations in the middle of FY 2022-23 and it will take some time for the ISP to expand its customer base at the airport. Further, taking into account the market competition, due to presence of other ground handling agency at the Bhubaneswar Airport, the aircraft traffic volumes (flights to be handled) projected by the ISP for the First Control Period (FY 2023-24 to FY 2027-28) seems reasonable.
- 3.7 Accordingly, the Authority proposes to consider Aircraft Traffic projections (flights to be handled by the ISP) as submitted by the M/s ITBPL for the First Control Period (i.e., FYs 2023-24 to FY 2027-28) as given in Table 3 above.

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

- 3.8 Based on the material before it and its analysis, the Authority proposes to consider the projected Aircraft Traffic (Flights to be handled by the ISP) for First Control Period (FY 2023-24 to FY 2027-28) as per Table 3.

## **CHAPTER 4: CAPITAL EXPENDITURE**

### **M/s ITBPL 's Submission on Capital Expenditure for the First Control Period**

4.1 M/s ITBPL has projected a total Capital Expenditure (CAPEX) of ₹ 1083.24 Lakhs for the First Control Period. Projected CAPEX is proposed to be incurred during FY 2023-24 to FY 2027-28. The year-wise & asset-wise Capital Expenditure projected by ISP for the First Control Period is given below:

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

(₹ in Lakhs)

Particulars	FY 2023-24	FY 2024-25	FY 2025-26	FY 2026-27	FY 2027-28	Total
Ground Handling Equipment	140.10	347.21	153.10	11.30	19.80	671.51
Vehicles	-	170.90	5.97	176.87	5.97	359.73
Furniture and Fittings	20.00	5.00	5.00	5.00	1.00	36.00
Office Equipment	10.00	5.00	-	-	1.00	16.00
<b>Total</b>	<b>170.10</b>	<b>528.11</b>	<b>164.08</b>	<b>193.17</b>	<b>27.77</b>	<b>1083.24</b>

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

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

(₹ in Lakhs)

Particulars	COST	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	
<b>1. Ground Handling Equipment:</b>												
Push Back - Medium	90.00	-	0.00	1	90.00	-	0.00	-	0.00	-	-	90.00
Towbar	7.50	-	0.00	2	15.00	-	0.00	-	0.00	-	-	15.00
Electric Baggage Tractors	35.00	-	0.00	-	0.00	2	70.00	-	0.00	-	-	70.00
Baggage Tractor	6.20	-	0.00	2	12.41	1	6.20	-	0.00	-	-	18.61
Ground Power Unit - 90 KVA	36.00	1	36.00	-	0.00	1	36.00	-	0.00	-	-	72.00
Air start unit - 300 ppm	113.00	-	0.00	1	113.00	-	0.00	-	0.00	-	-	113.00
Conveyor belt towable	8.00	1	8.00	4	32.00	-	0.00	-	0.00	-	-	40.00
Towable Pax Step ladder	8.00	4	32.00	3	24.00	2	16.00	-	0.00	-	-	72.00
Towable toilet cart	4.00	1	4.00	2	8.00	-	0.00	-	0.00	1	4	16.00
Towable water cart	4.00	-	0.00	2	8.00	-	0.00	-	0.00	1	4	12.00
Vacuum Cleaner	0.50	2	1.00	4	2.00	-	0.00	4	2.00	4	2	7.00
Baggage Trolley - Covered	0.65	60	39.00	50	32.50	25	16.25	-	0.00	10	7	94.25
Ambulift Towable	12.00	1	12.00	-	0.00	-	0.00	-	0.00	-	-	12.00

Particulars	COST	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	
Fire Extinguisher TROLLEY	0.15	2	0.30	2	0.30	1	0.15	2	0.30	2	-	1.35
TRESTLE/LADDER	2.00	-	0.00	-	0.00	1	2.00	-	0.00	-	-	2.00
Wheel Chairs	0.20	14	2.80	25	5.00	-	-	20	4.00	10	2.00	13.80
FUEL BOWSER	1.50	-	0.00	-	0.00	1	1.50	-	0.00	-	-	1.50
Miscellaneous			5.00		5.00		5.00		5.00		1	21.00
<b>Total</b>			<b>140.10</b>		<b>347.21</b>		<b>153.10</b>		<b>11.30</b>		<b>19.80</b>	<b>671.51</b>
<b>2. Vehicles:</b>												
Bus/coaches	85.45		0.00	2.00	170.90	0.00	0.00	2.00	170.90	0.00	0.00	341.80
car	11.32		0.00		0.00		0.00		0.00	0.00	0.00	0.00
car	5.97		0.00		0.00	1.00	5.97	1.00	5.97	1.00	5.97	17.92
Jeep	7.11		0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Total</b>			<b>0.00</b>		<b>170.90</b>		<b>5.97</b>		<b>176.87</b>		<b>5.97</b>	<b>359.73</b>
<b>3. Furniture &amp; Fittings:</b>												
<b>Total</b>			<b>20.00</b>		<b>5.00</b>		<b>5.00</b>		<b>5.00</b>		<b>1.00</b>	<b>36.00</b>
<b>4. Office Equipment:</b>												
<b>Total</b>			<b>10.00</b>		<b>5.00</b>		<b>0.00</b>		<b>0.00</b>		<b>1.00</b>	<b>16.00</b>
<b>GRAND TOTAL</b>			<b>170.10</b>		<b>528.11</b>		<b>164.08</b>		<b>193.17</b>		<b>27.77</b>	<b>1083.24</b>

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

- 4.3 The Authority notes that the ISP had already incurred a major portion of the CAPEX, in respect of its Ground Handling Services at Bhubaneswar Airport, during FY 2022-23. Further, out of the total projected CAPEX (₹ 1083.24 lakhs) for the First Control Period, M/s ITBPL has proposed major CAPEX on the Ground Handling Equipment (₹ 671.51 lakhs) and Vehicles (₹359.73 lakhs).
- 4.4 As regard to CAPEX proposed for the FY 2023-24, the ISP informed that the CAPEX projected for the current FY will be achieved before the financial year end (2023-24).
- 4.5 The Authority observes that the CAPEX proposed by the service provider at the Bhubaneswar airport mainly pertains to the ground handling equipment, vehicles etc., which are considered essential for smooth ground handling operations at the Airport.
- Further, the concession agreement also mandates the procurement & maintenance of Ground Handling Equipment and Ground Handling Facilities by the concessionaire (ISP), in accordance with the minimum quality standards, to ensure the timely provision of ground handling services during the term of concession agreement.
- 4.6 In view of the above, the Authority proposes to consider the CAPEX projected for the First Control Period as submitted by the ISP (as per Table 4).

**Authority's Proposal regarding CAPEX proposed 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 AND OPERATING EXPENDITURE**

### **ITBPL's Submission on the Revenue and Operating Expenditure for the First Control Period**

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

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

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

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

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

(₹ in Lakhs)						
Particulars	FY 2023-24	FY 2024-25	FY 2025-26	FY 2026-27	FY 2027-28	TOTAL
Revenue from Regulated Services (A)	1,060.84	1,162.89	1,275.81	1,398.72	1,533.95	6,432.22
Revenue from other than Regulated Services (B)	-	-	-	-	-	-
<b>Total Revenue from the Services (A + B) = (C)</b>	<b>1,060.84</b>	<b>1,162.89</b>	<b>1,275.81</b>	<b>1,398.72</b>	<b>1,533.95</b>	<b>6,432.22</b>
<b>Operating Expenditure (OPEX)</b>						
Payroll Cost (i)	502.57	540.27	580.79	624.35	671.17	2,919.14
Repair and Maintenance Costs (ii)	17.40	18.63	19.92	21.48	22.99	100.42
Concession Fee/ Revenue Share payable to Airport Operator (iii)	156.44	128.49	102.80	82.24	73.48	543.45
Utilities & Outsourcing Expenses(iv)	39.55	41.42	43.39	45.44	47.60	217.41
Administrative & General Expenses (v)	44.02	42.44	44.09	45.81	47.61	223.97
<b>Total OPEX (i+ii+iii+iv+v) = (D)</b>	<b>759.98</b>	<b>771.26</b>	<b>790.98</b>	<b>819.32</b>	<b>862.86</b>	<b>4,004.40</b>
<b>Earnings Before Interest, Tax, Depreciation and Amortization (EBITDA) (C-D) = (E)</b>	<b>300.86</b>	<b>391.64</b>	<b>484.83</b>	<b>579.40</b>	<b>671.10</b>	<b>2,427.82</b>
Depreciation and Amortization (F)	120.69	161.43	161.70	164.85	151.14	759.81
Interest & Finance Charges (G)	191.87	229.98	225.61	211.59	140.28	999.33
<b>Profit Before Tax (PBT) (E-F-G) = (H)</b>	<b>-11.71</b>	<b>0.22</b>	<b>97.52</b>	<b>202.97</b>	<b>379.68</b>	<b>668.68</b>
Provision for Tax (Calculated after taking in to an account the previous years anticipated loss) (I)	-	-	-	-	60.39	60.39
<b>Profit After Tax (PAT) (H-I) = (J)</b>	<b>-11.71</b>	<b>0.22</b>	<b>97.52</b>	<b>202.97</b>	<b>319.29</b>	<b>608.29</b>

**Authority’s Examination and Analysis:**

5.4 The Authority has analyzed the Operating Expenditure provided in Form F3 (P&L) of the MYTP for the First Control Period and observes following Y-o-Y% increase in Revenue & OPEX considered by the ISP, as per Table 7 below:

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

<b>Particulars</b>	<b>FY 2024-25</b>	<b>FY 2025-26</b>	<b>FY 2026-27</b>	<b>FY 2027-28</b>
Revenue from Regulated Services	10%	10%	10%	10%
Payroll Costs	7.5%	7.5%	7.5%	7.5%
Repair and Maintenance Costs	7%	7%	8%	7%
Concession Fee/Revenue share payable to Airport Operator	-18%	-20%	-20%	-11%
Utilities & Outsourcing Expenses	5%	5%	5%	5%
Administrative & General Expenses	-4%	4%	4%	4%

5.5 The Authority’s examination of various components of OPEX, proposed by the ISP, for the First Control Period is as under:

**a) Payroll Costs:** The Authority notes that the ISP has projected Y-o-Y increase of 7.5% in Payroll Costs from FY 2024-25 onward.

The Authority observes that projected increase in payroll expenses considered by the ISP is commensurate with the projected increase in aircraft traffic and revenues in respect of the First Control Period.

Considering the impact of additional manpower required to meet the projected growth in the aircraft traffic (flights to be handled), periodic increase in minimum wages, annual salary increments and related increase in statutory component like EPF etc., the Y-o-Y increase projected by the ISP in the Payroll Costs for the First Control Period is reasonable.

**b) Repairs and Maintenance Costs:** The Authority notes that ISP has considered Y-o-Y increase of 7% to 8% for all the tariff years of the First Control Period.

The Authority considers that in order to provide uninterrupted and good services to users, it is imperative for the service provider to keep the ground handling equipment and allied facilities in good working condition. Considering the above and taking into account the impact of annual general inflation, including annual increase in labour component of the Repair & Maintenance Costs, the projected R&M Expenses for the First Control Period appears reasonable.

**c) Concession Fee /Revenue share payable to Airport Operator:** The Authority notes from the concession agreement executed between AAI and M/s ITBPL that the ISP is required to pay ‘Revenue Share’ as per the followings:



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

The Authority further observes from clause 7.1.2 of the above-mentioned agreement that every year the ISP shall pay a "premium, which is the maximum of the "Minimum Annual Guarantee" (MAG) or 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, in respect of the second 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 the 3<sup>rd</sup> & 4<sup>th</sup> tariff year (FY 2025-26 & 2026-27) of the Control period, the MAG is expected to be higher than the 'Revenue Share'; 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 observes that M/s ITBPL has proposed a nominal increase of 5% on Y-o-Y basis in Utilities and Outsourcing Costs for the First Control Period. The Utility & Outsourcing costs primarily consist of expenses relating to consumption of electricity, fuel and water for ground handling operations. The increase in these expenses is linked with the increase in the level of flight handling.

Considering the projected increase in Aircraft Traffic (Flights to be handled), Y-o-Y increase considered by the ISP in the Utility and Outsourcing Cost @ 5%, for the First Control Period, appears reasonable.

- e) Administrative & General Expenses:** In respect of Administrative and Other Expenses, M/s ITBPL proposed a de-escalation of around 3.58% 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 4% in Admin. & General Expenses. The Administrative & General Expenses mainly include Land/ Space Rent, Transport Expenses, Office Expenses & other miscellaneous expenses etc.

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

5.6 The Authority also notes that as per the projected profitability statement for the First Control Period submitted by the M/s ITBPL (Table no. 6), the ISP is likely to maintain overall profit margin (Total PAT / Total Revenue) of around 9.5% for the First Control Period.

5.7 The Authority, in view of the above analysis and considering the additional details/clarifications submitted by the ISP, proposes to consider the projected OPEX for the Control Period as submitted by the ISP (Table 6).

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

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

## CHAPTER 6: ANNUAL TARIFF PROPOSAL

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

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

**Table 8: Proposed Tariff Rates for the Ground Handling Services in respect of the Scheduled Flights submitted by M/s ITBPL for the First Control Period**

<b>(A) Passenger Flights</b>																(Rates in ₹)
		FY 2023-24			FY 2024-25			FY 2025-26			FY 2026-27			FY 2027-28		
<b>Domestic Passenger Flights</b>																
Aircraft Type	Pax.	Ramp	Full Services	Pax.	Ramp	Full Services	Pax.	Ramp	Full Services	Pax.	Ramp	Full Services	Pax.	Ramp	Full Services	
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	
<b>International Passenger Flights</b>																
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	

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

### **(B) Cargo Flights**

Aircraft Type	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
<b>Domestic Cargo Flights:</b>					
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
<b>International Cargo Flights:</b>					
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 ITBPL has proposed the following % increase in the Tariff Rates for Scheduled Flights on Y-o-Y basis at Biju Patnaik International Airport, Bhubaneswar as stated in the table below:

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

<b>(A) Passenger Flights</b>												
Aircraft Type	FY 2024-25			FY 2025-26			FY 2026-27			FY 2027-28		
	Pax	Ramp	Full Service	Pax	Ramp	Full Service	Pax	Ramp	Full Service	Pax	Ramp	Full Service
<b>Domestic Passenger Flight</b>												
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>International Passenger Flight</b>												
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>(B) Cargo Flights</b>												
Aircraft Type	FY 2024-25			FY 2025-26			FY 2026-27			FY 2027-28		
	Ramp Services			Ramp Services			Ramp Services			Ramp Services		
<b>Domestic Cargo Flights</b>												
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%		
<b>International Cargo Flights</b>												
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 ITBPL has also submitted a 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 ITBPL for the First Control Period**

(Rates in ₹)

A/C Category	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.
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 - 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

Dom. = Domestic; Intl. = International

**Authority's Examination and Analysis:**

- 6.4 The Authority notes that in the case of Scheduled Flights (Domestic and International), the ISP has proposed 5% Y-o-Y increase in Tariff Rates from FY 2024-25 onward (Table 9).
- 6.5 The Authority also notes that M/s ITBPL 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 note of projected Aircraft Traffic and projected increase in Operating Expenditure proposed by the ISP, due to factors like increase in number of manpower to cater to increasing aircraft volumes, annual increase in salaries and wages, general inflation etc., is of the view that the ISP requires minimum level of revenues to cover up its Operating Expenses & earn reasonable return on its investment. Considering the above, the 5% Y-o-Y increase in Tariff Rates proposed by the ISP 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' as per **Annexure-II**.
- 6.8 The Authority proposes that in case of payment in foreign currency, the RBI conversion rate as on the last day of the previous month will be applicable for the first fortnight and the rate as on 15<sup>th</sup> of the month will be applicable for the second fortnight.
- 6.9 Further, M/s ITBPL should ensure compliance towards Standardization of Ground Handling Equipment at Biju Patnaik International Airport, Bhubaneswar 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 in respect of the ISP for the First Control Period:**

The Authority proposes to consider the following Tariff structure and Annual Tariff Proposal for the First Control Period:

- 6.10 To consider the Tariff Rates for Ground Handling Services provided by M/s ITBPL at Biju Patnaik International Airport, Bhubaneswar in respect of Scheduled Flights, International 'Non-Scheduled & General Aviation Flights' and Item-wise Tariff Rate Card for Domestic and International Flights, for the First Control Period, as per **Annexures (I, II & III)**.
- 6.11 The Tariff for Domestic 'Non-Scheduled and General Aviation Flights' shall not exceed the approved Tariff(s) for relevant Domestic Scheduled Flights for similar class of Aircraft(s).
- 6.12 In case of payment in foreign currency, the RBI conversion rate as on the last day of the previous month will be applicable for the first fortnight and the rate prevailing as on the 15<sup>th</sup> of the month will be applicable for the second fortnight.
- 6.13 The Tariff Rates indicated in **Annexures (I, II & III)** shall be maximum Tariff to be charged. No other charge(s) is to be levied over and above the approved Tariff Rates.
- 6.14 M/s ITBPL shall ensure compliance towards Standardization of Ground Handling Equipment at Biju Patnaik International Airport, Bhubaneswar 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 Ground Handling Services for M/s ITBPL at Biju Patnaik International Airport, Bhubaneswar, for Stakeholders’ Consultation purpose:

<b>Chapter</b>	<b>Para</b>	<b>Summary of Authority’s Proposals</b>	<b>Page No.</b>
<b>Chapter No.2</b>	<b>2.8</b>	Based on the material before it and its analysis, the Authority proposes to consider the Tariff determination exercise for M/s ITBPL, in respect of Ground Handling Services being provided by the ISP at Biju Patnaik International Airport, Bhubaneswar under the ‘ <b>Light Touch Approach</b> ’ for the First Control Period, as the regulated service is deemed ‘ <b>Not Material</b> ’.	<b>9</b>
<b>Chapter No. 3</b>	<b>3.8</b>	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 (FY 2023-24 to FY 2027-28) as per Table 3.	<b>11</b>
<b>Chapter No. 4</b>	<b>4.7</b>	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.	<b>14</b>
<b>Chapter No. 5</b>	<b>5.8</b>	Based on the available material and its analysis, the Authority proposes to consider the OPEX for the First Control Period as per Table 6.	<b>18</b>
<b>Chapter No. 6</b>	<b>6.10</b>	To consider the Tariff Rates for Ground Handling Services provided by M/s ITBPL at Biju Patnaik International Airport, Bhubaneswar in respect of Scheduled Flights, International ‘Non-Scheduled & General Aviation Flights’ and Item-wise Tariff Rate Card for Domestic and International Flights, for the First Control Period, as per <b>Annexures (I, II &amp; III)</b> .	<b>22</b>
	<b>6.11</b>	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).	
	<b>6.12</b>	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.	
	<b>6.13</b>	The Authority proposes that the Tariff Rates indicated in <b>Annexures (I, II &amp; III)</b> shall be maximum Tariff to be charged. No other charge is to be levied over and above the approved Tariff Rates.	
	<b>6.14</b>	The Authority proposes that M/s ITBPL shall ensure compliance towards Standardization of Ground Handling Equipment at Biju Patnaik International Airport, Bhubaneswar 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 **22.12.2023**.

**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 BHUBANESWAR PRIVATE LIMITED IN RESPECT OF DOMESTIC\* & INTERNATIONAL SCHEDULED FLIGHTS AT BIJU PATNAIK INTERNATIONAL AIRPORT, BHUBANESWAR FOR THE FIRST CONTROL PERIOD (FY 2023-24 to FY 2027-28) PROPOSED BY AERA FOR STAKEHOLDERS' CONSULTATION**

**Proposed Tariff Rates for Ground Handling Services**

**(A) Passenger Flights**

(Rates in ₹)

Domestic Passenger Flight															
	FY 2023-24			FY 2024-25			FY 2025-26			FY 2026-27			FY 2027-28		
	Pax.	Ramp	Full Service	Pax.	Ramp	Full Service	Pax.	Ramp	Full Service	Pax.	Ramp	Full Service	Pax.	Ramp	Full Service
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 Flights															
	Pax.	Ramp	Full Service	Pax.	Ramp	Full Service	Pax.	Ramp	Full Service	Pax.	Ramp	Full Service	Pax.	Ramp	Full Service
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

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

**(B) Cargo Flights****Domestic Cargo Flights**

	FY 2023-24	FY 2024-25	FY 2025-26	FY 2026-27	FY 2027-28
	Ramp Service	Ramp Service	Ramp Service	Ramp Service	Ramp Service
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 Flights**

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

**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 15<sup>th</sup> of the month will be applicable for the second fortnight.

**TARIFF RATE CARD FOR M/s INDOTHAI BHUBANESWAR PRIVATE LIMITED  
FOR INTERNATIONAL ‘NON-SCHEDULED & GENERAL AVIATION FLIGHTS’  
AT BIJU PATNAIK INTERNATIONAL AIRPORT, BHUBANESWAR, FOR  
THE FIRST CONTROL PERIOD (FY 2023-24 to FY 2027-28) PROPOSED  
BY AERA FOR STAKEHOLDERS’ CONSULTATION**

**Proposed Tariff Rates for Ground Handling Services**

(Rates in ₹)

	<b>FY 2023-24</b>	<b>FY 2024-25</b>	<b>FY 2025-26</b>	<b>FY 2026-27</b>	<b>FY 2027-28</b>
<b>A/C Category</b>	<b>International</b>	<b>International</b>	<b>International</b>	<b>International</b>	<b>International</b>
<b>Maximum Take Off Weight (MTOW)</b>					
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.
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- 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 15<sup>th</sup> of the month will be applicable for the second fortnight.

**RATE CARD FOR ITEM-WISE CHARGES IN RESPECT OF GROUND HANDLING SERVICES FOR M/s INDOTHAI BHUBANESWAR PRIVATE LIMITED AT BIJU PATNAIK INTERNATIONAL AIRPORT, BHUBANESWAR 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 ₹)

S. NO.	SERVICES	UNIT	FY 2023-24		FY 2024-25		FY 2025-26		FY 2026-27		FY 2027-28	
			Intl.	Dom.	Intl.	Dom.	Intl.	Dom.	Intl.	Dom.	Intl.	Dom.
1	Air Starter Unit (NB)	Per Start	15000	7500	15750	7875	16538	8269	17364	8682	18233	9116
2	Aircraft Disinfection- Freighter Aircrafts	Per Service	16000	3000	16800	3150	17640	3308	18522	3473	19448	3647
3	Aircraft Disinfection- Pax Aircrafts Code C	Per Service	8000	4000	8400	4200	8820	4410	9261	4631	9724	4862
4	Aircraft Disinfection- Pax Aircrafts Code D/E	Per Service	32000	25000	33600	26250	35280	27563	37044	28941	38896	30388
5	Aircraft Disinfection- Pax Aircrafts Code F	Per Service	40000	-	42000	-	44100	-	46305	-	48620	-
6	Aircraft Marshalling	Per Service	2480	1875	2604	1969	2734	2067	2871	2171	3014	2279
7	Ambulift	Per flight leg	10000	5000	10500	5250	11025	5513	11576	5788	12155	6078
8	Apron Transport(Passenger)	Per Trip	1600	950	1680	998	1764	1047	1852	1100	1945	1155
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	800	400	840	420	882	441	926	463	972	486
14	Crew Transport	Per Trip	1600	950	1680	998	1764	1047	1852	1100	1945	1155
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	Exterior Cleaning - WB	Per Service	-	150000	-	157500	-	165375	-	173644	-	182326
19	Ground Power unit 90KVA	Per Hour	10000	4700	10500	4935	11025	5182	11576	5441	12155	5713
20	Interior Deep Cleaning - NB	Per Service	8000	5000	8400	5250	8820	5513	9261	5788	9724	6078

21	Passenger Step (mobile-NB)	Per Hour	4000	1375	4200	1444	4410	1516	4631	1592	4862	1671
22	Pushback for narrow body aircraft	Per Push	10000	5000	10500	5250	11025	5513	11576	5788	12155	6078
23	Toiler truck	Per Service	2400	1375	2520	1444	2646	1516	2778	1592	2917	1671
24	Towing of narrow body aircraft	Per Tow	10000	5000	10500	5250	11025	5513	11576	5788	12155	6078
25	Unaccompanied Minor (UM) Handling	per UM	1200	950	1260	998	1323	1047	1389	1100	1459	1155
26	Vacuum Cleaner	Per Hour	4000	3750	4200	3938	4410	4134	4631	4341	4862	4558
27	VIP Vehicle (Innova range)	Per Trip	20000	10000	21000	10500	22050	11025	23153	11576	24310	12155
28	VIP Vehicle (Luxury-Mercedes/BMW/A UDI range)	Per Trip	40000	25000	42000	26250	44100	27563	46305	28941	48620	30388
29	Water truck	Per Service	2400	1375	2520	1444	2646	1516	2778	1592	2917	1671
30	Wheel chair	Per Service	2400	400	2520	420	2646	441	2778	463	2917	486
31	White Collar Staff	Per staff per hour	1200	600	1260	630	1323	662	1389	695	1459	729

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

**Notes:**

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- 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 15<sup>th</sup> of the month will be applicable for the second fortnight.