



Airports Economic Regulatory Authority of India

**Determination of Annual Tariff in respect
Cambata Aviation Pvt. Ltd. for the First and
Second Tariff Year (2011-12 and 2012-13) for
providing Ground Handling Services at SVP
International Airport, Ahmedabad**

New Delhi: 3rd January, 2013

**AERA Building
Administrative Complex
Safdarjung Airport
New Delhi – 110 003**

The Authority had considered the Multi Year Tariff Proposal, for the first control period submitted by Cambata Aviation Private Limited (Cambata) in respect of their ground handling services being provided at Sardar Vallabhbhai Patel International Airport(SVPIA), Ahmedabad. After due stakeholder consultation, the Authority issued a Multi-Year Tariff Order (MYTO) No. 32/2011-12 dated 05.12.2011 ordering that:

- (i) *“....The services provided for ground handling by Cambata Aviation Private Limited at SVP International Airport, Ahmedabad are ‘material but competitive’. Hence, the Authority shall adopt a "light touch approach" for determination of tariff for the first Control Period w.e.f 01.04.2011.*
- (ii) *Cambata may submit the Annual Tariff Proposal for the first tariff year of the first control period for the consideration of the Authority within a period of 75 days of the issue of this Order in accordance with the Guidelines...”*

2. As per the clause 11.2 of the Guidelines [Airport 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 ATP is required to be submitted in the form and manner as provided in Appendix AI.8.2 wherein it is mentioned that the ATP should be supported by:

- a) Form B and Form F14 (b),
- b) Details of consultation with stakeholders,
- c) Evidence of User Agreements clearly indicating the Tariff(s) proposed by the Service Provider.

3.1 Pursuant to the issue of MYTO, Cambata have submitted their Annual Tariff Proposal (ATP) for the first and second tariff year (FY 2011-12 and 2012-13) of the first Control Period for the ground handling services at SVP International Airport Ahmedabad with proposed tariff card rate.

3.2 Cambata, further submitted that:

- a. *“..Cambata is the only Ground Handler who got an approval from the Customs Authorities under “Serve from India Scheme” whereby Cambata is entitled to import various equipment’s from abroad for its operations at the airports at concessional customs duty @3%. This approval has been given to Cambata on the backdrop of earning substantial foreign exchange (deemed) through Ground Handling and Cargo Handling operations at various airports by Cambata. One of the conditions to be met for getting customs duty concession is such that the tariffs are to be quoted in foreign currency which Cambata have been doing for a very long time. A copy of the communication received from Customs Authorities and also Reserve Bank of India in this connection is enclosed herewith.*
- b. *Cambata has been following the procedure for several decades to quote its tariffs to all airlines for rendering GH and Cargo Handling Services in USD. The USD rate quoted is converted into INR as per the exchange rate prevailing on the last working day of each month and an invoice is raised on each airline*

in INR plus applicable taxes. The invoices are sent to respective airlines offices in India and the payments are received in INR only. This procedure of quoting tariffs in USD and raising of invoice in INR is very clearly documented and agreed with each airline as per the agreements signed with them and a sample agreement/invoice is enclosed herewith for reference.

- c. There is no much change in tariffs quoted in USD for performing GH/Cargo handling operations for the year 2011-12 and 2012-13 of all stations. However for ATP purposes the conversion rate of 1 USD has been taken @ INR-50 and INR-56 respectively for the years 2011-12 and 2012-13.*
- d. Please note that all our tariffs have been fixed for each airline as per the terms of contract entered into with them. The tariffs will vary between airlines for performing similar type of services for same type of aircrafts as the tariffs are decided and agreed upon based on various business decision like volumes, long station relationship with us etc., Further the tariffs considered for ATP purposes included all types of GH/Cargo Handling Services rendered to an airline including provision of Ground Power Units, Ambulifts, Air Cooling Units, toilet/water carts etc.,*
- e. As explained above all the tariffs for provision of various services are fixed and agreed upon with each airline and clearly documented in the SGHA entered into with airline. The contracts signed are generally for a period of three years and only very few airlines contracts consists of an increase in tariff clause each year that too not exceeding by 5% and in most of the cases the tariffs are fixed in USD for three years. For ATP purposes we have considered the maximum rate which we have been charging an airline under a particular category of an aircraft and confident that our tariffs will not go beyond the tariffs given in the ATP for the first and second year. Since the rates have already been fixed and agreed upon with each airline and will not exceed the maximum tariff given as per ATP for the first and second tariff year we were of the opinion that a separate consultation once again with the stakeholder on the tariffs proposed as per ATP doesn't warrant which will result in duplication of work..."*

3.3 Cambata, further resubmitted their ATPs for the tariff years 2011-12 and 2012-13, showing the Ground Handling and Cargo tariffs (cargo back office functions) separately along with Form B and Forms 14(b) indicating the maximum rates for the services.

3.4 Cambata made a separate submission on Cargo Back Office Functions performed by them at airports. According to Cambata, carrying out back office functions, forms part of the original Ground Handling Contracts, the tariff of which are agreed with each airline based on services offered for Cargo Back Office Functions. It has also been stated that Cambata is permitted to perform only back office functions relating to cargo while physical cargo handling is done by cargo terminal operators.

3.5 Cambata in its ATPs have mentioned maximum rates in USD as well as in INR and stated that as per agreement signed with all airlines their tariff quoted in USD and for ATP purposes the same have been converted to INR at the average rate of 1 US\$ = INR 56. Further, it has also stated that the rates will not exceed the maximum tariff given as per ATP for the first and second tariff year.

4.1 It has been observed that in addition to Ground Handling Services *per se*, Cambata is performing some back office functions also in respect of cargo at SVP International Airport, however, charges for the same are included as part of Ground Handling agreements. Further, the cargo service at SVP International Airport, Ahmedabad is “material and Competitive”. Gujarat State Export Corporation Limited (GSEC) is also providing cargo handling services. Hence, the ATP submitted by Cambata is being considered for services being provided by them at Ahmedabad Airport.

5. The Authority, after careful consideration of the ATP for the tariff years 2011-12 and 2012-13, makes the following proposal for stakeholder consultation:

- (i) Tariffs for the first tariff year (w.e.f. 01.04.2011 to 31.03.2012) and second tariff year (w.e.f. 01.04.2012 to 31.03.2013) in respect of Cambata Aviation Private Limited for Ground Handling and Cargo Back Office functions at Sardar Vallabhbhai Patel International Airport, Ahmedabad may be tentatively decided to be as per the rates in INR, at **Annexure –I**.

6. In accordance with the provisions of Section 13(4) of the AERA Act 2008, the proposal contained in para 5 above, is hereby put forth for stakeholder consultation. To assist the stakeholders in making their submissions in a meaningful and constructive manner, necessary documents are enclosed as **Annexure-II**. 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 terms of the provisions of the Act.

7. The Authority welcomes written evidence-based feedback, comments and suggestions from stakeholders on the proposal made in para 5 above, **latest by 16.01.2013** at the following address:

Capt. Kapil Chaudhary,
Secretary,
Airports Economic Regulatory Authority of India,
AERA Building,
Administrative Complex,
Safdarjung Airport,
New Delhi- 110003
Email: kapil.chaudhary@aera.gov.in
Tel: 011-24695042
Fax: 011-24695039

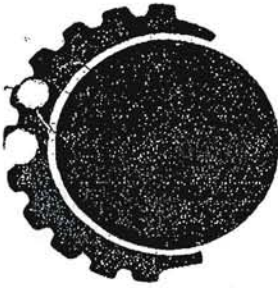
Yashwant S. Bhawe
Chairperson

Annexure-I**Form F14(b) – Annual Tariff Proposal of for 1st and 2nd Tariff Year Cambata Aviation Pvt Ltd for the first and second tariff year at SVP International Airport, Ahmedabad.**

Ground Handling Rates						
Aircraft Type	Tariff Year-1 (2011-12)			Tariff Year-2 (2012-13)		
	In USD	In INR	Discount / Surcharge	In USD	In INR	Discount / Surcharge
	Maximum	Maximum		Maximum	Maximum	
A-320/321	1,700	85,000	Nil	1,700	95,200	Nil
B737/800	1,500	75,000	Nil	1,500	84,000	Nil
A-330	3,000	1,50,000	Nil	3,000	1,68,000	Nil

Cargo-back office function

Form F14(b) - Annual Tariff Proposal for Tariff Year (2011-12) and (2012-13)						
Back office Cargo Rates	Aircraft Type					
	A320		B737-800		A320/A321	
Year	2011-12	2012-13	2011-12	2012-13	2011-12	2012-13
Exp/Imp Cgo Doc-per Flt			INR 50.00	INR 50.00		
ExpCargo Unitizing/Bulk Handl.			INR 1.50 per kilo	INR 1.50 per kilo		
Delivery Order Fees per MAWB	INR 950.00	INR 950.00	INR 950.00	INR 950.00	INR 700.00	INR 700.00
Break Bulk Fees Per MAWB					INR 300.00	INR 300.00
Import Cargo Delivery Scvs.	INR 1.50 per kilo	INR 1.50 per kilo	INR 1.50 per kilo	INR 1.50 per kilo	INR 1.00 per kilo	INR 1.00 per kilo
Service Charge Per Flt	INR 450.00	INR 450.00	INR 450.00	INR 450.00	INR 150.00	INR 150.00



CAMBATA AVIATION PVT. LTD.

Corp. Off. : T9 & 9A, 3rd Floor, Vasant Square Mall, Vasant Kunj,
New Delhi-110070 Phone : +91-11-40000260-265

7th February 2012

Ms. Kapil Chaudhary
Secretary
Airports Economic Regulatory Authority of India
AERA Building, Safdarjung Airport
New Delhi.

Dear Ms. Kapil Chaudhary,

Ref: Your order No.32 /2011-12 dated 28th November 2011 and issued on 5th December 2011

Sub: Submission of Annual Tariff Proposal for the first tariff year of the first control period 2011-12 relating to our GH operations at Ahmadabad Airport.

With reference to the above we wish to inform you that since we are at close of the first tariff year of the first control period 2011-12 we will file the Annual Tariff Proposal for the second tariff Year 2012-13 positively on or before 31st March 2012. Further we wish to inform you that we will be continuing to charge all our existing airline customers at the same rate and there will not be any revision in our existing tariffs until 31st March 2012.

Thank you

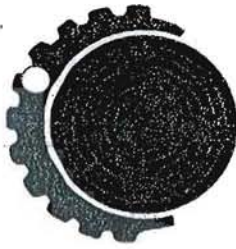
Yours truly

P.Bharani Kumar
Chief Financial Officer



On file pl
Mr. Ashutosh
Rashid
9/2

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14th March 2012

Mr. C.V. Deepak
Airports Economic Regulatory Authority of India
AERA Building, Safdarjung Airport
New Delhi.

Dear Mr. Deepak,

Ref:- Your Letter dated 14th March 2012 relating to submission of ATP for the 1st and 2nd Tariff Year relating to GH operations at Ahmedabad Airport.

With reference to the above we wish to inform you that vide our letter dated 7th February 2012 we have informed AERA that the ATP for the 1st Tariff Year will not be filed as we are almost at the year-end 31st March 2012 and also the ATP for the 2nd Tariff Year 2012-13 will be filed on or before 31st March 2012. A copy of the letter filed with AERA on 7th February 2012 is being enclosed herewith for your reference.

We further wish to inform you that the ATP for the 2nd Tariff Year 2012-13 will be filed with your good selves before 28th March 2012 positively.

Yours truly,

Bharani Kumar
Chief Financial Officer.

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CAMBATA AVIATION PVT. LTD.

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29th March 2012

Shri C.V. Deepak
Airports Economic Regulatory Authority of India
AERA Building, Safdarjung Airport
New Delhi.

Dear Mr. Deepak,

Sub:- Annual Tariff Proposal for the year 2012-13 (Tariff Year-2) relating to Ahmedabad Station.

Please find attached the ATP for the Tariff Year-2 relating to Ahmedabad Station and in this connection we wish to make the following submissions.

- We wish to inform AERA that we will not be in a position to submit copies of the agreements entered into with our airline customers as part of ATP owing to the same being confidentiality in nature.
- Please note that as per the agreement signed with all airlines our tariffs are quoted in USD and for ATP purposes the same have been converted to INR @ 1 USD= INR 48.
- Our tariffs given as per ATP are inclusive of royalties payable to Airport Operators as per the agreements signed.
- Please note that the total estimated revenue for the year 2012-13 given as per ATP is higher than what has been projected by us in our MYTP filed with your good selves on 19/8/2011 is on account of addition of new airlines subsequent to submission of MYTP Proposal and also owing to Exchange fluctuation as in MYTP the exchange rate considered was 1 USD= INR45 but for ATP 1 USD = INR48

Further the stakeholders have in principally agreed to the ATP- Tariff Year 2 and expressed deep concerns of the same being displayed in the AERA web-site for public information. On the backdrop of the stakeholders concern we request AERA to keep all the information disclosed in ATP to be kept highly confidential and not be to shared or disclosed with anyone without our prior written approval.

Thank you

Yours truly

.....
Bharani Kumar
Chief Financial Officer.



BEFORE THE AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA

AT NEW DELHI

SUBMISSION OF PROPOSAL FOR DETERMINATION OF ANNUAL TARIFF FOR AND ON
BEHALF OF:

M/S. CAMBATA AVIATION PRIVATE LTD- AHMEDABAD BRANCH

I P. Bharani Kumar aged 45 years resident of Delhi- India acting in my official capacity as Chief Financial Officer in M/s. Cambata Aviation Private Ltd having its registered office at Cambata Building, East Wing, 5th Floor, M.Karve Road, Church Gate, Mumbai- 400 020 do hereby state and affirm as under that:

1. That I am duly authorized to act for and on behalf of M/s. Cambata Aviation Private Ltd in the matter of making this submission before the Airports Economic regulatory Authority of India, New Delhi ('the Authority');
2. I am competent to make this submission before the Authority;
3. I am making this submission in my official capacity and the facts stated herein are based on official records;
4. The contents of this submission which include inter alia

~~(I) Estimated Maximum Allowed Yield per unit and the proposed detailed break-up of Tariff(s) (in context to Estimated Maximum Allowed Yield per unit where determined by the Authority) where the Authority has specified a price cap approach for the duration of the Control Period, pursuant to clause 3.2.~~

OR

Proposed detailed break-up of Tariffs(s) based on clause 11.2 where the Authority has specified a light touch approach for the duration of the Control Period, pursuant to Clause 3.2 and

(II) Justifications are correct and true to my knowledge and belief and nothing material has been concealed there from.

.....
Bharani Kumar
Chief Financial Officer.
Place: New Delhi
Date: 29th March 2012

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MINUTES OF THE MEETING OF STAKEHOLDERS HELD ON 28TH MARCH 2012 AT USA AT 9 AM.

Director's Present:

Mr. Nelson Cambata-Chairman

Mr. Geoff Field- Director

Through Tele-conference:

Mr. Patrick Casserly- COO

Mr. Bharani Kumar- CFO.

Mr. Bharani Kumar- CFO briefed the meeting about the Annual Tariff Proposal to be filed with AERA for the year 2012-13 relating to Ahmedabad Station and explained in the detail the methodology followed in preparation of the same.

The Board in principally agreed to the ATP but expressed deep concerns on the ATP being displayed in the AERA web-site for public information as this will seriously jeopardize the whole business on account of severe competition at all airports and Airline Tariffs to be kept highly confidential. Further under the present market conditions confidentiality of "Airline Tariff's" is highly important to sustain in the business for a longer period.

After several round of discussion, CFO informed the Board that the ATP will be submitted to AERA as the Company needs to comply with local legislation; however AERA will be requested not to share the same with any one without prior written approval. After discussions Board accepted the CFO view's and directed the CFO to go ahead in submitting the ATP for Ahmedabad Station for the year 2012-13 to AERA with a clear message that the same should be kept confidential and not to be shared with anyone.

Certified True Copy


Bharani Kumar

Chief Financial Officer

CAMBATA AVIATION PVT LTD
AHMEDABAD

Form F14 (b) - Annual Tariff Proposal for Tariff Year-2 (2012-13)

Aircraft Type	Tariff Per Turnaround				Discount/Surcharge	Estimated Turnarounds	Estimated Revenue	
	(IN USD)		(IN INR)			Per Annum	(IN USD)	(IN INR)
	Minimum	Maximum	Minimum	Maximum				
A-320/321	600	1500	28,800	72,000	NIL	730	7,08,100	3,39,88,800
B-737/800	90	1200	4,320	57,600	NIL	104-518	1,49,657	71,83,536
A-330	1000	2800	48,000	1,34,400	NIL	518	13,26,080	6,36,51,840
							Total	10,48,24,176


P. BHARANI KUMAR.
Chief Financial Officer
Cambata Aviation Pvt. Ltd.
Unit No.9&9 A 3rd Floor.
Vasant Square Mall
Vasant Kunj, New Delhi-110070

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CAMBATA AVIATION PVT. LTD.

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New Delhi-110070 Phone : +91-11-40000260-265

28th June 2012

Shri C.V. Deepak
Airports Economic Regulatory Authority of India
AERA Building, Safdarjung Airport
New Delhi.

Dear Mr. Deepak,

Sub:- Annual Tariff Proposal for the year 2012-13 (Tariff Year-2) relating to Ahmedabad Station.

Please find attached the ATP for the Tariff Year-2 relating to Ahmedabad Station and in this connection we wish to make the following submissions.

1. We hereby enclose copies of the Standard Ground Handling Agreements (first/last) page entered into with our airline customers as part of ATP.
2. Please note that as per the agreement signed with all airlines our tariffs are quoted in USD and for ATP purposes the same have been converted to INR @ 1 USD= INR 56
3. Our tariffs given as per ATP are inclusive of royalties payable to Airport Operators as per the agreements signed.
4. We do hereby confirm that we will not charge any airline over and above the rates given as per ATP filed with AERA for the tariff year 12-13.
5. We also enclose Form- 14(b) giving the details of maximum Tariff that will be charged for the year 12-13- ATP (2012-13) and also the relevant declaration.

Thank you

Yours truly

.....
Bharani Kumar
Chief Financial Officer.

445/OSD-II/2012
28/6/12

AGM (SD)

(W)
28/6/12

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BEFORE THE AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA

AT NEW DELHI

SUBMISSION OF PROPOSAL FOR DETERMINATION OF ANNUAL TARIFF FOR AND ON
BEHALF OF:

M/S. CAMBATA AVIATION PRIVATE LTD- AHMEDABAD BRANCH

I P. Bharani Kumar aged 46 years resident of Delhi- India acting in my official capacity as Chief Financial Officer in M/s. Cambata Aviation Private Ltd having its registered office at T 9/9A, Vasant Square Mall, Vasant Kunj, New Delhi-110 070 do hereby state and affirm as under that:

1. That I am duly authorized to act for and on behalf of M/s. Cambata Aviation Private Ltd in the matter of making this submission before the Airports Economic regulatory Authority of India, New Delhi ('the Authority');
2. I am competent to make this submission before the Authority;
3. I am making this submission in my official capacity and the facts stated herein are based on official records;
4. The contents of this submission which include inter alia

~~(I) Estimated Maximum Allowed Yield per unit and the proposed detailed break-up of Tariff(s) (in context to Estimated Maximum Allowed Yield per unit where determined by the Authority) where the Authority has specified a price cap approach for the duration of the Control Period, pursuant to clause 3.2;~~

OR

Proposed detailed break-up of Tariffs(s) based on clause 11.2 where the Authority has specified a light touch approach for the duration of the Control Period, pursuant to Clause 3.2 and

(II) Justifications are correct and true to my knowledge and belief and nothing material has been concealed there from.

.....
Bharani Kumar
Chief Financial Officer.
Place: New Delhi
Date: 28th June 2012

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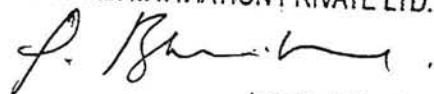
CAMBATA AVIATION PVT LTD
AHMEDABAD

Form F14 (b) - Annual Tariff Proposal for Tariff Year-2 (2012-13)

Aircraft Type			Discount/Surcharge
	(in USD)	(in INR)	
	Maximum	Maximum	
A-320/321	1700	95,200	NIL
B-737/800	1500	84,000	NIL
A-330	3000	168,000	NIL

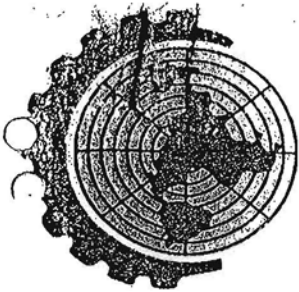
1. Please note that as per the agreement signed with all airlines our tariffs are quoted in USD and for ATP Purposes the same have been converted at the average rate of 1 USD=INR 56
2. Our tariffs given above are inclusive of royalties payable to Airport Operators.

For CAMBATA AVIATION PRIVATE LTD.



Authorised Signatory

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CAMBATA AVIATION PVT. LTD. 272

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New Delhi-110070 Phone : +91-11-40000260-64

23rd July 2012

Shri C.V. Deepak
Airports Economic Regulatory Authority of India
AERA Building, Safdarjung Airport, New Delhi.

Dear Mr. Deepak,

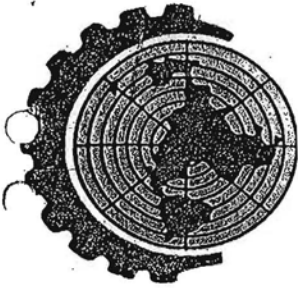
Sub:- Annual Tariff Proposal for the year 2011-12 (Tariff Year-1) relating to New Delhi, Mumbai, Pune, Ahmedabad and Chennai Stations.

With reference to the above please find attached the ATP for the First Tariff year -1 (2011-12) for all five stations where Cambata operates. Further we would like to bring to the attention of AERA certain key points in connection with our business operations and tariffs:

- a. Cambata is the only Ground Handler who got an approval from the Customs Authorities under "Serve from India Scheme" whereby Cambata is entitled to import various equipment's from abroad for its operations at the airports at concessional customs duty @3%. This approval has been given to Cambata on the backdrop of earning substantial foreign exchange (deemed) through Ground Handling and Cargo Handling operations at various airports by Cambata. One of the conditions to be met for getting customs duty concession is such that the tariffs are to be quoted in foreign currency which Cambata have been doing for a very long time. A copy of the communication received from Customs Authorities and also Reserve Bank of India in this connection is enclosed herewith.
- b. Cambata has been following the procedure for several decades to quote its tariffs to all airlines for rendering GH and Cargo Handling services in USD. The USD rate quoted is converted into INR as per the exchange rate prevailing on the last working day of each month and an invoice is raised on each airline in INR plus applicable taxes. The invoices are sent to respective airlines offices in India and the payments are received in INR only. This procedure of quoting tariffs in USD and raising of invoice in INR is very clearly documented and agreed with each airline as per the agreements signed with them and a sample agreement/invoice is enclosed herewith for reference. "
- c. There is no much change in tariffs quoted in USD for performing GH/Cargo Handling operations for the year 2011-12 and 2012-13 of all stations. However for ATP purposes the conversion rate of 1 USD has been taken @ INR-50 and INR -56 respectively for the years 2011-12 and 2012-13.

WGM (R) Mr. Poonam
As discussed
May pl. process.
W
24/7/12

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CAMBATA AVIATION PVT. LTD. 233

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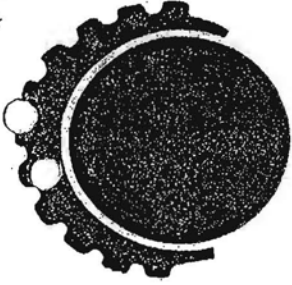
- Their*
- d. ~~Please note that all our~~ tariffs have been fixed for each airline as per the terms of contract entered into with them. The tariffs will vary between airlines for performing similar type of services for same type of aircrafts as the tariffs are decided and agreed upon based on various business decision like volumes, long standing relationship with us etc., Further the tariffs considered for ATP purposes includes all types of GH/Cargo Handling services rendered to an airline including provision of Ground Power Units, Ambulifts, Air Cooling Units, toilet/water carts etc.,
- e. As explained above all the tariffs for provision of various services are fixed and agreed upon with each airline and clearly documented in the SGHA entered into with airline. The contracts signed are generally for a period of three years and only very few airlines contracts consists of an increase in tariff clause each year that too not exceeding by 5% and in most of the cases the tariffs are fixed in USD for three years. For ATP purposes we have considered the maximum rate which we have been charging an airline under a particular category of an aircraft and confident that our tariffs will not go beyond the tariffs given in the ATP for the first and second year. Since the rates have already been fixed and agreed upon with each airline and will not exceed the maximum tariff given as per ATP for the first and second tariff year we were of the opinion that a separate consultation once again with the stakeholder on the tariffs proposed as per ATP doesn't warrant which will result in duplication of work.

Thank you

Yours truly

Bharani Kumar
Chief Financial Officer

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CAMBATA AVIATION PVT. LTD.

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New Delhi-110070 Phone : +91-11-40000260-265

21054/48/5/12
28/8/12

27th August 2012

Ms. Kapila Chowdhary
Secretary, Airports Economic Regulatory Authority of India
AERA Building, Safdarjung Airport, New Delhi.

Dear Ms. Kapila Chowdhary

This is further to the discussions we had regarding filing of MYTP/ATP of Cambata Aviation Pvt Ltd showing separately the GH/Cargo operations tariffs, please find attached the following.

- A write up on Cargo back office functions performed by Cambata in all airports except for pune.
- ATP for the years 2011-12 and 2012-13 for Delhi, Mumbai, Chennai and Ahmedabad stations showing separately GH and Cargo Tariffs.

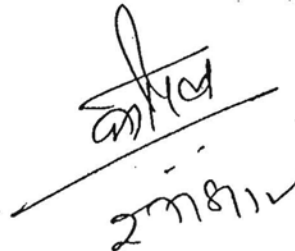
Since lot of information has to be compiled for preparing MYTP for four stations showing separately the GH / Cargo income the same is in the process and will be filed with AERA shortly.

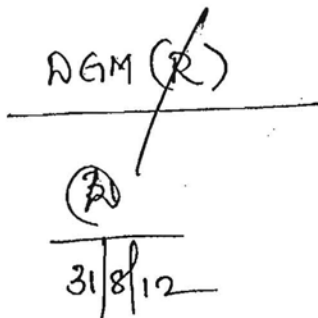
If any further information is required please do contact us.

Thank you


P. Bharani Kumar
Chief Financial Officer


27/8/12


27/8/12

AGM (R)

31/8/12

AGM (S. Dey)
Bodhake
4/9

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CAMBATA AVIATION PVT. LTD.

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27th August 2012

Ms. Kapila Chowdhary
Secretary, Airports Economic Regulatory Authority of India
AERA Building, Safdarjung Airport, New Delhi.

Dear Ms. Kapila Chowdhary

This is further to the meeting we had on the above subject please find below a write up on the services being rendered by us on the Cargo Operations.

Background:

Cambata is basically engaged in providing GH services to various international carriers and as forming part of GH services package we also do certain cargo back office functions which forms part of the original GH contracts. Further tariffs are agreed with each airline based on the services offered for the Cargo back office functions.

Cargo Documentation:

Cambata handles all documentation work relating to Export/Import of Cargo like,

1. Filing of Export /Import General Manifests with customs authorities (EGM/IGM)
2. Segregation and distribution of documents
3. Issue of Deliver Order to agents in case of imports,
4. Collect DO charges and deposit into airlines bank accounts,
5. Issue of CAN (Cargo Arrival Notice) to agents/consignees in case of imports.

Export Carting:

1. Acceptance of Cargo on behalf of airlines relating to Export after agents clearing the customs formalities.
2. Verifying all the documents relating to Export Cargo.
3. Provide Manpower/Equipment's for moving the Cargo inside the cargo terminal, provide necessary assistance for screening the Cargo.
4. After Screening the cargo unitize the same and build pallets.
5. Send FFM messages to airlines offices
6. Update all data's in the airline systems.
7. Move the pallets to aircrafts which forms part of the GH functions.

Kindly note that we are permitted to perform only back office functions relating to Cargo and the physical cargo handling is actually done by cargo terminal operators like MIAL in Mumbai, Celebi in Delhi, Bhadra International in Chennai etc.,

We further wish to inform you that we perform back office functions relating to Cargo at Mumbai, Chennai, Delhi and Ahmedabad Airports only except for Pune.

Thank you

P. Bharani Kumar
Chief Financial Officer

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CAMBATA AVIATION PVT LTD

AHMEDABAD

Form F14 (b) - Annual Tariff Proposal for Tariff Year-2 (2012-13)

GROUND HANDLING SERVICES

Aircraft Type	Per Turnaround		Discount/Surcharge
	(in USD)	(in INR)	
	Maximum	Maximum	
A-320/321	1700	95,200	NIL
B-737/800	1500	84,000	NIL
A-330	3000	168,000	NIL

1. Please note that as per the agreement signed with all airlines our tariffs are quoted in USD and for ATP Purposes the same have been converted at the average rate of 1 USD=INR 56
2. Our tariffs given above are inclusive of royalties payable to Airport Operators.



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CAMBATA AVIATION PVT LTD

AHMEDABAD

Form F14 (b) - Annual Tariff Proposal for Tariff Year-2 (2012-13)

Cargo Rates						
A/c Type	Exp/Imp	ExpCargo	Delivery Order	Break Bulk Fees	Import Cargo	Service Charge
	Cgo Doc-per Flt	Unitizing/Bulk Handl.	Fees per MAWB	Per MAWB	Delivery Scvs.	Per Flt
A320			Inr. 950.00		Inr. 1.50 per kilo	Inr. 450.00
B737-800	Rs. 50.00	Inr. 1.50 per kilo	Inr. 950.00		Inr. 1.50 per kilo	Inr. 450.00
A320/A321			Inr. 700.00	INR -300	Inr. 1.00 per kilo	Inr. 150.00



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CAMBATA AVIATION PVT LTD
AHMEDABAD

Form F14 (b) - Annual Tariff Proposal for Tariff Year-1 (2011-12)

GROUND HANDLING SERVICES

Aircraft Type	PER TURNAROUND		Discount/Surcharge
	(in USD)	(in INR)	
	Maximum	Maximum	
A-320/321	1700	85,000	NIL
B-737/800	1500	75,000	NIL
A-330	3000	150,000	NIL

1. Please note that as per the agreement signed with all airlines our tariffs are quoted in USD and for ATP Purposes the same have been converted at the average rate of 1 USD=INR 50
2. Our tariffs given above are inclusive of royalties payable to Airport Operators.



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CAMBATA AVIATION PVT LTD
AHMEDABAD

Form F14 (b) - Annual Tariff Proposal for Tariff Year-1 (2011-12)

Cargo Rates						
A/c Type	Exp/Imp	ExpCargo	Delivery Order	Break Bulk Fees	Import Cargo	Service Charge
	Cgo Doc-per Flt	Unitizing/Bulk Handl.	Fees per MAWB	Per MAWB	Delivery Scvs.	Per Flt
A320			Inr. 950.00		Inr. 1.50 per kilo	Inr. 450.00
B737-800	Rs. 50.00	Inr. 1.50 per kilo	Inr. 950.00		Inr. 1.50 per kilo	Inr. 450.00
A320/A321			Inr. 700.00	INR -300	Inr. 1.00 per kilo	Inr. 150.00



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