

Consultation Paper No. 28/2012-13



Airports Economic Regulatory Authority of India

**Annual Tariff Proposals submitted by Celebi
NAS Airport Services India Private Limited for
providing Ground Handling Services at CSI
Airport, Mumbai**

New Delhi: 22nd November, 2012

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

The Authority had considered the Multi Year Tariff Proposal (MYTP) submitted by M/s Celebi NAS Airport Services India Private Limited (Celebi NAS), for the first Control Period commencing w.e.f. 01.04.2011, in respect of the tariff for the services provided for Ground Handling Facility at CSI Airport, Mumbai. After due stakeholder Consultation (vide Consultation Paper No. 22/2011-12 dated 26.09.2011), a Multi Year Tariff Order (MYTO) No. 16/2011-12 on 17.10.2011 was issued wherein it was ordered that:

- (i) *"...The services provided for ground handling by M/s Celebi NAS at CSI Airport, Mumbai 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) *Celebi NAS Airport Services India Private Limited 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. Pursuant to the issue of the MYTO, Celebi NAS have submitted the Annual Tariff Proposal (ATP) for the first and second tariff year (FY 2011-12 and 2012-13). In the ATPs, Celebi NAS have mentioned that their ceiling prices are as per the concession agreement with Mumbai International Airport Private Limited (MIAL) except the prices for Corporate Aviation. Celebi NAS have submitted the detailed individual rates for different kind of aircrafts under corporate aviation for the approval of the Authority.

3. As per the 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:

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

4. Celebi NAS have submitted Form B, Form 14(b) towards ATP for first and second tariff year. They had also submitted the copies of users agreements/concession agreement in support of their ATPs at MYTP stage.

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

- a) The tariff for ground handling services provided by M/s Celebi NAS Airport Services India Private Limited at CSI Airport, Mumbai, for the first tariff year (01.04.2011 to 31.03.2012) and second tariff year (01.04.2012 to 31.03.2013) of the first control period may be tentatively decided to be determined as placed at **Annexure – I.**

6. In accordance with the provisions of Section 13(4) of the AERA Act, 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 at **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 06.12.2012** 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: 011-24695040
Fax: 011-24695039

Yashwant S. Bhawe
Chairperson

Annexure - I

Annual Tariff Proposal for the tariff year 2011-12

Aircraft Type/Category (ICAO code types)	Tariff Heading	Conditions of Tariff – INR (Ceiling Price*)
International – Passenger Aircraft		
C	Comprehensive	73,500
	Ramp	55,000
D	Comprehensive	120,800
E	Comprehensive	141,950
	Ramp	113,950
International –Freighter Aircraft		
D	Ramp	106,480
E	Ramp	125,345
Domestic – Passenger Aircraft		
C(S)	Ramp	7,000
C	Ramp	6,000
Domestic – Freighter Aircraft		
C	Ramp	45,300
	Ramp	79,800

Corporate Aviation (CA)	
CA –Ground Handling (C)	Ref Annexure -A
Grand Total (A+B+C)	

* As per Concession agreement between the Company & Mumbai International Airport Pvt. Ltd dated 14 November, 2008 except the prices for Corporate Aviation

Annexure - A

A. Handling Rates

Aircraft MTOW (Maximum take off weight)	Indian Registered Aircraft				Foreign Registered Aircraft - In USD
	Mumbai Based Operators		Non Mumbai Based Operators		
	Domestic Flight - In INR	International Flight - In USD	Domestic Flight - In INR	International Flight - In USD	
0-5000	9,000	330	10,000	330	450
5001-10000	12,500	660	15,000	660	750
10001-20000	20,000	1,295	25,000	1,295	1,350
20001-30000	22,000	1,395	28,000	1,395	1,450
30001-40000	31,000	1,450	35,000	1,450	1,600
40001-50000	34,000	1,500	38,000	1,500	1,750
50001-70000	38,000	1,600	42,000	1,600	1,900
70001 and above	75,000	2,350	75,000	2,350	2,350

B. Cleaning Rates (In INR)

Aircraft MTOW	Exterior	Interior
0 to 10,000	4,000	3,000
11,000 to 20,000	6,000	4,500
21,000 to 30,000	9,000	7,500
31,000 to 40,000	12,000	10,000
41,000 to 50,000	15,000	12,000
51,000 to 60,000	17,000	15,000
61,000 to 100,000	20,000	17,000
101,000 to 190,000	25,000	20,000
191,000 to 300,000	30,000	25,000

C. Transportation Rates (In INR)

Vehicle	Per Turnaround
Mercedes	10,000
Teana	5,000
Innova	3,000
13 Seater Bus	7,200
21 Seater Bus	10,000
Bolero	3,000
Scorpio	5,000



Annual Tariff Proposal for the tariff year 2012-13

Aircraft Type/Category (ICAO code types)	Tariff Heading	Conditions of Tariff – INR (Ceiling Price*)
International – Passenger Aircraft		
C	Comprehensive	73,500
	Ramp	55,000
D	Comprehensive	120,800
E	Comprehensive	141,950
	Ramp	113,950
International –Freighter Aircraft		
D	Ramp	106,480
E	Ramp	125,345
Domestic – Passenger Aircraft		
C(S)	Ramp	7,000
C	Ramp	6,000
Corporate Aviation (CA)		
CA –Ground Handling (C)		Ref Annexure -B
Grand Total (A+B+C)		

* As per Concession agreement between the Company & Mumbai International Airport Pvt. Ltd dated 14 November, 2008 except the prices for Corporate Aviation

Annexure - B

A. Handling Rates

Aircraft MTOW (Maximum take off weight)	Indian Registered Aircraft				Foreign Registered Aircraft - In USD
	Mumbai Based Operators		Non Mumbai Based Operators		
	Domestic Flight - In INR	International Flight - In USD	Domestic Flight - In INR	International Flight - In USD	
0-5000	9,000	330	10,000	330	450
5001-10000	12,500	660	15,000	660	750
10001-20000	20,000	1,295	25,000	1,295	1,350
20001-30000	22,000	1,395	28,000	1,395	1,450
30001-40000	31,000	1,450	35,000	1,450	1,600
40001-50000	34,000	1,500	38,000	1,500	1,750
50001-70000	38,000	1,600	42,000	1,600	1,900
70001 and above	75,000	2,350	75,000	2,350	2,350

B. Cleaning Rates (In INR)

Aircraft MTOW	Exterior	Interior
0 to 10,000	4,000	3,000
11,000 to 20,000	6,000	4,500
21,000 to 30,000	9,000	7,500
31,000 to 40,000	12,000	10,000
41,000 to 50,000	15,000	12,000
51,000 to 60,000	17,000	15,000
61,000 to 100,000	20,000	17,000
101,000 to 190,000	25,000	20,000
191,000 to 300,000	30,000	25,000

C. Transportation Rates (In INR)

Vehicle	Per Turnaround
Mercedes	10,000
Teana	5,000
Innova	3,000
13 Seater Bus	7,200
21 Seater Bus	10,000
Bolero	3,000
Scorpio	5,000



December 26, 2011

To;
Capt. Kapil Chaudhary, Secretary
Airports Economic Regulatory Authority of India
AERA Building, Administrative Complex,
Safdarjung Airprt, New Delhi – 110003.

Sub: Tariff Proposal for the first tariff year of the first control period.

Ref: Order No. 16/2011-12, date of order: 13th October 2011, date of issue: 17th October, 2011

Dear Madam;

This is with reference to the aforesaid order, herewith we are enclosing the Annual Tariff Proposal (in Annexure I), for the first tariff year of the first control period started w. e. f. 01.04.2011.

We request you **not** to make this proposal a public document because the information content in it is very sensitive to our business and competitiveness. As explained during our meeting on September 15, 2011 and vide our letter dated September 23, 2011, we operate in Mumbai Airport in a competitive environment wherein customers (airlines) select the ground handlers through RFQ (Request for Quotation) after thorough evaluation of quality and prices of our services.

We appreciate and thank you for your understanding on the above.

Yours Truly'

For CelebiNAS Airport Services India Pvt. Ltd



CEM SENSOZ
Chief Executive Officer
Encl: As Above



March 13, 2012

To;
Mr. C. V. Deepak, OSD-II,
Airports Economic Regulatory Authority of India
AERA Building, Administrative Complex,
Safdarjung Airprt, New Delhi – 110003.

Sub: Tariff Proposal for the first tariff year of the first control period.

Ref: File No AERA/20010/MYTP/Celebi/GH/Mum/2011-12/2602.

Dear Sir;

This is with reference to the above file number, giving below the response to the clarification sought vide your letter dated 23.02.2012.

Query No (a): Herewith enclosing the Form B and also to inform you that Tariff Proposal submitted by us vide letter dated 26.12.2011 was in 14(b) form only, however we are submitting the same again with proper heading.

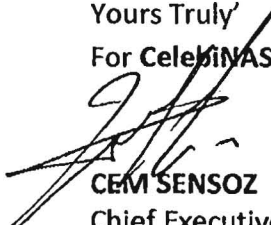
Query No (b): As informed earlier, and acknowledged by you as well, that we are operating in a competitive environment where price and service in the paramount importance for the customers to appoint us as service provider. We, on a continuous basis, addressing any concern and queries raised by customers/ stakeholders and as on today there is no outstanding issues are pending.

Query No (2): Yes herewith we confirming that confidentiality has been sought only for discount and resultant net rate, not the ceiling price as per concession agreement with Mumbai International Airport Pvt Ltd.

Hope the above submission at your satisfaction.

Yours Truly

For CelebiNAS Airport Services India Pvt. Ltd


CEM SENSOZ
Chief Executive Officer
Encl: As Above



Form B: (ref: Section A1.8 of Appendix I)

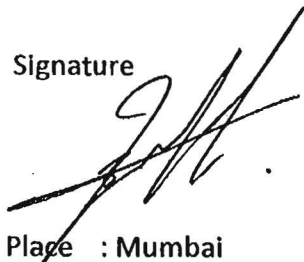
BEFORE THE AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA AT NEW DELHI

**SUBMISSION OF PROPOSAL FOR DETERMINATION OF ANNUAL TARIFF FOR AND ON BEHALF OF:
M/s Celebinas Airport Services India Private Limited**

I, Cem Sensoz, aged 41 years resident of Turkey acting in my official capacity as Chief Executive Officer in M/s Celebinas Airport Services India Private Limited having its registered office at B-407, City Point Premises Cooperative Society Ltd., J. B. Nagar, A. K. Road, Andheri (East), Mumbai – 400059 do hereby state and affirm as under that:

1. That I am duly authorized to act for and on behalf of M/s Celebinas Airport Services India Private Limited in the matter of making this submission before the Airports Economic Regulation Authority of India, New Delhi ('AERA');
2. I am competent to make this submission before AERA;
3. I am making this submission in my official capacity and the facts stated herein are based on official records;
4. The contents of the Annual Tariff Proposal submission which include (i) Estimated Maximum Allowed Yield per passenger (where determined by the Authority); (ii) Proposed detailed break-up of Tariff(s) (in context to Estimated Maximum Allowed Yield per passenger where determined by the Authority); and (iii) Justifications, are correct and true to my knowledge and belief and nothing material has been concealed there from.

Signature



Place : Mumbai

Date : March 13, 2012



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June 21, 2012



To;
Capt. Kapil Chaudhary, Secretary
Airports Economic Regulatory Authority of India
AERA Building, Administrative Complex,
Safdarjung Airprt, New Delhi – 110003

Sub: Submission of ATP for the second tariff year of the first control period.

Ref: Order No. 16/2011-12, date of order: 13th October 2011, date of issue: 17th October, 2011

Dear Madam;

This is with reference to the aforesaid order, herewith we are enclosing the Annual Tariff Proposal for the financial year 2012-13 in Annexure I being the second tariff year of the first control period started w. e. f. 01.04.2011. Declaration in form form "B" is given in Annexure II enclosed herewith.

We request you not to make this proposal (only discount and resultant net rate) a public document because the information content in it is very sensitive to our business and competitiveness.

We appreciate and thank you for your understanding on the above.

Yours Truly

For CelebiNAS Airport Services India Pvt. Ltd

CEM SENSOZ
Chief Executive Officer
Encl: As Above

Annexure – II

Form B: (ref: Section A1.8 of Appendix I)

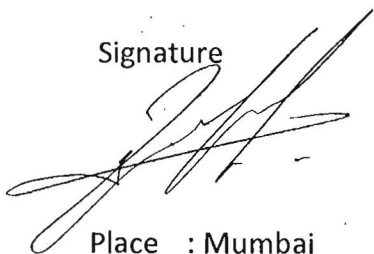
BEFORE THE AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA AT NEW DELHI

SUBMISSION OF PROPOSAL FOR DETERMINATION OF ANNUAL TARIFF FOR AND ON BEHALF OF:
M/s Celebinas Airport Services India Private Limited, B-407 Citi Point, Andheri Kurla Road,
Andheri East, Mumbai – 400 059

I, Cem Sensoz, aged 41 years resident of Turkey acting in my official capacity as Chief Executive Officer in M/s Celebinas Airport Services India Private Limited having its registered office at B-407, City Point Premises Cooperative Society Ltd., J. B. Nagar, A. K. Road, Andheri (East), Mumbai – 400059 do hereby state and affirm as under that:

1. That I am duly authorized to act for and on behalf of M/s Celebinas Airport Services India Private Limited in the matter of making this submission before the Airports Economic Regulation Authority of India, New Delhi ('AERA');
2. I am competent to make this submission before AERA;
3. I am making this submission in my official capacity and the facts stated herein are based on official records;
4. The contents of the Annual Tariff Proposal submission which include (i) Estimated Maximum Allowed Yield per passenger (where determined by the Authority); (ii) Proposed detailed break-up of Tariff(s) (in context to Estimated Maximum Allowed Yield per passenger where determined by the Authority); and (iii) Justifications, are correct and true to my knowledge and belief and nothing material has been concealed there from.

Signature



Place : Mumbai

Date : June 21, 2012



August 3, 2012

To;

Mr. A.B. Saxena

Asst. General Manager,

Airports Economic Regulatory Authority of India

AERA Building, Administrative Complex,

Safdarjung Airprt, New Delhi – 110003

Sub: Annual Tariff Plan (ATP) for the Financial Year 2011-12 and 2012-13.

Dear Sir;

This is with reference to telephonic discussion you had today with our CFO, Mr. Laxman K Prasad, enclosed please find herewith revised Form 14 (b) for the Financial Year 2011-12 and 2012-13.

We once again request you to put only ceiling rate in public domain because all other information are very sensitive to our business and competitiveness. Also like to highlight you that in support of ATP we have already submitted you the customer's Agreement.

We appreciate and thank you for your understanding.

Yours Truly'

For **CelebiNAS Airport Services India Pvt. Ltd**



CEM SENSOZ

Chief Executive Officer

Encl: As Above



Form 14 (b) for FY 11-12

Aircraft Type/ Category (ICAO code types)	Tariff Heading	Conditions of Tariff - INR (Ceiling Price *)	Applicable Discount - INR	Estimated Units	Estimated Revenues - INR
International - Passenger aircraft					
C	Comprehensive	73,500			
	Ramp	55,000			
D	Comprehensive	120,800			
E	Comprehensive	141,950			
	Ramp	113,950			
International - Freighter aircraft					
D	Ramp	106,480			
E	Ramp	125,345			
Total - International (A)					
Domestic - Passenger aircraft					
C(S)	Ramp	7,000			
C	Ramp	6,000			
Domestic - Freighter aircraft					
C	Ramp	45,300			
D	Ramp	79,800			
Total - Domestic (B)					
Corporate Aviation (CA)					
CA - Ground Handling (C)		22,300**			
Grand Total (A + B + C)					

* As per Concession agreement between the Company & Mumbai International Airport Pvt. Ltd dt 14 Nov, 2008 except the Prices for Corporate Aviation

** Average rate of all type of aircraft and movement (international and domestic)



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Form 14 (b) for FY 12-13

Aircraft Type/ Category (ICAO code types)	Tariff Heading	Conditions of Tariff - INR (Ceiling Price *)	Applicable Discount - INR	Estimated Units	Estimated Revenues - INR
International - Passenger aircraft					
C	Comprehensive	73,500			
	Ramp	55,000			
D	Comprehensive	120,800			
E	Comprehensive	141,950			
	Ramp	113,950			
International - Freighter aircraft					
D	Ramp	106,480			
E	Ramp	125,345			
Total - International (A)					
Domestic - Passenger aircraft					
C(S)	Ramp	7,000			
C	Ramp	6,000			
Total - Domestic (B)					
Corporate Aviation (CA)					
CA - Ground Handling (C)		25,140**			
Grand Total (A + B + C)					

* As per Concession agreement between the Company & Mumbai International Airport Pvt. Ltd at 14 Nov, 2008 except the Prices for Corporate Aviation

** Average rate of all type of aircraft and movement (international and domestic). Increase in average rate as compared to FY 11-12 is due to change in mix of aircraft and movement.



September 12, 2012

To;
Mr. A. B. Saxena,
Assistant General Manager
Airports Economic Regulatory Authority of India
AERA Building, Administrative Complex,
Safdarjung Airport, New Delhi – 110003.

Sub : Revised Annual Tariff Proposal for the FY1112 & FY1213.

Ref : Our letter dated 03.08.2012

Dear Sir;

With reference to above mentioned letter herewith we are enclosing revised tariff plan in form 14 (b) for the Financial Year 2011-12 and Financial Year 2012-13.

At the cost of repletion we once again request you to put only ceiling rate in public domain because all other information are very sensitive to our business and competitiveness.

Thank you for your kind cooperation and we assure our best services all the time.

Yours Truly

For CelebiNAS Airport Services India Pvt. Ltd


Cem Sensoz
Chief Executive Officer



Encl: As Above

Form 14 (b) for FY 11-12

Aircraft Type/ Category (ICAO code types)	Tariff Heading	Conditions of Tariff - INR (Ceiling Price *)	Applicable Discount - INR	Estimated Units	Estimated Revenues - INR
International - Passenger aircraft					
C	Comprehensive	73,500			
	Ramp	55,000			
D	Comprehensive	120,800			
E	Comprehensive	141,950			
	Ramp	113,950			
International - Freighter aircraft					
D	Ramp	106,480			
E	Ramp	125,345			
Total - International (A)					
Domestic - Passenger aircraft					
C(S)	Ramp	7,000			
C	Ramp	6,000			
Domestic - Freighter aircraft					
C	Ramp	45,300			
D	Ramp	79,800			
Total - Domestic (B)					
Corporate Aviation (CA)					
CA - Ground Handling (C)		Ref Annexure-I			
Grand Total (A + B + C)					

* As per Concession agreement between the Company & Mumbai International Airport Pvt. Ltd dt 14 Nov, 2008 except the Prices for Corporate Aviation



Annexure - I

A. Handling Rates

Aircraft MTOW (Maximum take off weight)	Indian Registered Aircraft				Foreign Registered Aircraft - In USD
	Mumbai Based Operators		Non Mumbai Based Operators		
	Domestic Flight - In INR	International Flight - In USD	Domestic Flight - In INR	International Flight - In USD	
0-5000	9,000	330	10,000	330	450
5001-10000	12,500	660	15,000	660	750
10001-20000	20,000	1,295	25,000	1,295	1,350
20001-30000	22,000	1,395	28,000	1,395	1,450
30001-40000	31,000	1,450	35,000	1,450	1,600
40001-50000	34,000	1,500	38,000	1,500	1,750
50001-70000	38,000	1,600	42,000	1,600	1,900
70001 and above	75,000	2,350	75,000	2,350	2,350

B. Cleaning Rates (In INR)

Aircraft MTOW	Exterior	Interior
0 to 10,000	4,000	3,000
11,000 to 20,000	6,000	4,500
21,000 to 30,000	9,000	7,500
31,000 to 40,000	12,000	10,000
41,000 to 50,000	15,000	12,000
51,000 to 60,000	17,000	15,000
61,000 to 100,000	20,000	17,000
101,000 to 190,000	25,000	20,000
191,000 to 300,000	30,000	25,000

C. Transportation Rates (In INR)

Vehicle	Per Turnaround
Mercedes	10,000
Teana	5,000
Innova	3,000
13 Seater Bus	7,200
21 Seater Bus	10,000
Bolero	3,000
Scorpio	5,000



Form 14 (b) for FY 12-13

Aircraft Type/ Category (ICAO code types)	Tariff Heading	Conditions of Tariff - INR (Ceiling Price *)	Applicable Discount - INR	Estimated Units	Estimated Revenues - INR
International - Passenger aircraft					
C	Comprehensive	73,500			
	Ramp	55,000			
D	Comprehensive	120,800			
E	Comprehensive	141,950			
	Ramp	113,950			
International - Freighter aircraft					
D	Ramp	106,480			
E	Ramp	125,345			
Total - International (A)					
Domestic - Passenger aircraft					
C(S)	Ramp	7,000			
C	Ramp	6,000			
Total - Domestic (B)					
Corporate Aviation (CA)					
CA - Ground Handling (C)		Ref Annexure-II			
Grand Total (A + B + C)					

* As per Concession agreement between the Company & Mumbai International Airport Pvt. Ltd dt 14 Nov, 2008 except the Prices for Corporate Aviation



Annexure - II

A. Handling Rates

Aircraft MTOW (Maximum take off weight)	Indian Registered Aircraft				Foreign Registered Aircraft - In USD
	Mumbai Based Operators		Non Mumbai Based Operators		
	Domestic Flight - In INR	International Flight - In USD	Domestic Flight - In INR	International Flight - In USD	
0-5000	9,000	330	10,000	330	450
5001-10000	12,500	660	15,000	660	750
10001-20000	20,000	1,295	25,000	1,295	1,350
20001-30000	22,000	1,395	28,000	1,395	1,450
30001-40000	31,000	1,450	35,000	1,450	1,600
40001-50000	34,000	1,500	38,000	1,500	1,750
50001-70000	38,000	1,600	42,000	1,600	1,900
70001 and above	75,000	2,350	75,000	2,350	2,350

B. Cleaning Rates (In INR)

Aircraft MTOW	Exterior	Interior
0 to 10,000	4,000	3,000
11,000 to 20,000	6,000	4,500
21,000 to 30,000	9,000	7,500
31,000 to 40,000	12,000	10,000
41,000 to 50,000	15,000	12,000
51,000 to 60,000	17,000	15,000
61,000 to 100,000	20,000	17,000
101,000 to 190,000	25,000	20,000
191,000 to 300,000	30,000	25,000

C. Transportation Rates (In INR)

Vehicle	Per Turnaround
Mercedes	10,000
Teana	5,000
Innova	3,000
13 Seater Bus	7,200
21 Seater Bus	10,000
Bolero	3,000
Scorpio	5,000

