

Consultation Paper No. 12/2014-15



Airports Economic Regulatory Authority of India

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

New Delhi: 5th November, 2014

**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 ground handling services provided at CSI Airport, Mumbai. The Authority had, after due stakeholder Consultation, issued a Multi Year Tariff Order (MYTO) No. 16/2011-12 dated 17.10.2011, ordering that the ground handling service rendered by Celebi NAS at CSI Airport, Mumbai, is “material but competitive” and hence the Authority will adopt “light touch approach” for determination of tariff for the first control period. Thereafter, the Authority, vide Order No. 33/2012-13 dated 21.01.2013 determined the tariff(s) for the first and second tariff years and vide Order No. 11/2013-14 dated 07.06.2013, determined tariff(s) for third tariff year.

2. As per Clause 7.4 of the Authority’s Guidelines [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], after issuance of the MYTO, the service provider shall submit to the Authority its ATP(s), provided that an ATP shall be submitted at least 75 days prior to the start of the Tariff Year. As per the clause 11.2 of the Guidelines, 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.

3.1 Celebi NAS vide letter no. nil dated 06.02.2014, has submitted Form B and Form 14(b) towards Annual Tariff Proposal for fourth tariff year (2014-15) of the first control period. Celebi NAS had submitted the copies of user agreements, signed with its customers and concession agreement with MIAL at MYTP stage.

3.2 Subsequently vide submission dated 25.04.2014, Celebi furnished the following additional information/clarifications which are extracted as under:

- (a) ***“Tariff for Aircraft type C(S) (Refer Annexure-I of ATP application dt 06.02.2014)- We wish you to clarify that price increase under this category was missed out in the previous year ATP i.e. FY 2013-14 due to oversight, hence we incorporated it this year ATP with price increase as we have done for all other items in FY 2013-14. This increased tariff is in conformity with tariff set in concession agreement signed M/s Mumbai International Airport Private Limited (MIAL). Also like to inform the currently we do not have any customers operating under this category.***
- (b) ***Inclusion of new category in cleaning rate for Corporate Aviation (Refer Annexure – II of ATP application dated 06.02.2014)- Some of our corporate aviation customer takes our additional cleaning service such as deep Cleaning, Carpet Shampoo and Steel Polish on occasional basis (total 2 to 3 services in a month to all customers). Since it was a very less quantum of service, hence we had missed out to include the same in our previous year ATP now we***

would like include it in tariff list. Enclosing herewith sample users' contract related to these services.

- (c) ***Inclusion of Cargo Handling Rates*** (Refer Annexure – III of ATP application dated 06.02.2014)- We have signed concession agreement with MIAL on 24.012.2013 to provide Cargo Handling Services only to few customers (currently two) and the agreement with customer was also signed in mid of FY 2013-14, hence the tariff for these service has been included in the FY 2014-15. Enclosed please find herewith a copy concession agreement and users' contracts.”

4. The Authority has carefully considered the ATP for fourth tariff year submitted by Celebi NAS Airport Services India Private Limited for ground handling services provided at CSI Airport, Mumbai and decided to make the following proposal for stakeholder consultation:

- (i) The Tariff(s) for the fourth tariff year of the first control period for Ground Handling Services provided by Celebi NAS Airport Services India Private Limited at CSI Airport, Mumbai, are proposed to be as at **Annexure – I.**

5. In accordance with the provisions of Section 13(4) of the AERA Act, the proposal contained in para 4 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.

6. The Authority welcomes written evidence-based feedback, comments and suggestions from stakeholders on the proposal made in para 4 above, latest by **19.11.2014** at the following address:

**Airports Economic Regulatory Authority of India,
AERA Building,
Administrative Complex,
Safdarjung Airport,
New Delhi - 110003
Email: alok.shekhar@gov.in
Tel: 011-24695042
Fax: 011-24695039**

**Alok Shekhar,
Secretary**

Annexure - I Price List for International & Domestic Aircrafts

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 (S)	Comprehensive	56,000			
	Ramp	42,000			
C	Comprehensive	93,400	19,073		
	Ramp	69,900			
D	Comprehensive	153,400	69,639		
	Ramp	123,000			
E	Comprehensive	180,800	52,076		
	Ramp	144,700	61,052		
F	Comprehensive	252,000			
	Ramp	197,000			
International - Freighter aircraft					
C	Ramp	77,000			
D	Ramp	185,200	51,284		
E	Ramp	159,200	53,489		
F	Ramp	216,600			
Total - International (A)					
Domestic - Passenger aircraft					
C (S)	Comprehensive	12,700			
	Ramp	8,900			
C	Comprehensive	10,800			
	Ramp	7,600			
D	Comprehensive	17,200			
	Ramp	12,700			
E	Comprehensive	57,200			
	Ramp	38,100			
F	Comprehensive	101,600			
	Ramp	63,500			
Total - Domestic (B)					
Corporate Aviation (CA)					
CA - Ground Handling (B)		Ref Annexure II	0		
Grand Total (A + B)					

Redacted

** Currently company is not handling Aircraft falling in this category, however company may get new customers, which may have this category of Aircrafts.

*** As the company is providing various services, which are the part of ramp handling services to few domestic Airlines, hence rates can not be compared with ceiling rate, which is for standard ramp handling.

Note: The above price is excluding of Government taxes and duties such as Service Tax.




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Annexure - II Price List for Corporate Aviation

A. Handling Rates

Aircraft MTOW (Maximum take off weight)	Domestic Flights		International Flights			
	Mumbai Based Operators	Non Mumbai Based Operators	Indian Registered		Foreign Registered	
	INR	INR	USD	INR **	USD	INR **
0-5000	11,250	12,500	413	25,575	563	34,875
5001-10000	15,625	18,750	825	51,150	938	58,125
10001-20000	25,000	31,250	1,619	100,363	1,688	104,625
20001-30000	27,500	35,000	1,744	108,113	1,813	112,375
30001-40000	38,750	43,750	1,813	112,375	2,000	124,000
40001-50000	42,500	47,500	1,875	116,250	2,188	135,625
50001-70000	47,500	52,500	2,000	124,000	2,375	147,250
70001 and above	93,750	93,750	2,938	182,125	2,938	182,125

** The rates have been converted into INR with estimated exchange rate of 1 USD = INR 62, however billing will be on USD or INR equivalent to USD at the rate applicable on the date of service.

B. Cleaning Rates (In INR)

Aircraft MTOW	Exterior	Interior	Deep	Carpet Shampoo	Steel Polish
0-5000	5,000	3,750	4,690	15,000	30,000
5001-10000	5,000	3,750	4,690	15,000	30,000
10001-20000	7,500	5,625	7,030	15,000	30,000
20001-30000	11,250	9,375	11,720	15,000	40,000
30001-40000	15,000	12,500	15,630	15,000	40,000
40001-50000	18,750	15,000	18,750	20,000	50,000
50001-70000	21,250	18,750	23,440	20,000	50,000
70001 and above	25,000	21,250	26,560	30,000	50,000

D. Transportation Rates (In INR)

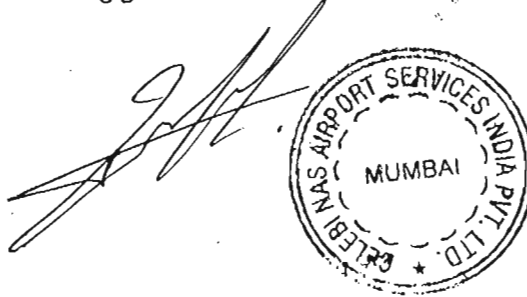
Vehicle	Per Turnaround
Mercedes / Audi	12,500
Teana / Accord	6,250
Innova	3,750
13 Seater Bus	9,000
21 Seater Bus	12,500
Bolero	3,750
Scorpio	6,250

Note : All the above mentioned prices are excluding government taxes & levies such as Service tax etc.

Annexure - III Price List for Cargo Handling Services

Services	Unit of billing	Rate in INR
Supervision & Documentation	Per kilo	0.74
Carting and Palletisation	Per kilo	4.05

Note : All the above mentioned prices are excluding government taxes & levies such as Service tax etc.





February 6, 2014

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 fourth tariff year of the first control period.

Dear Madam;

Enclosed please find herewith the Annual Tariff Proposal for the financial year 2014-15 in required form 14(b), being the fourth tariff year of the first control period effective from April 01, 2011.

We request you to publish in public domain only ceiling rate for international and domestic price list because all other information are very sensitive to our business and competitiveness. We appreciate and thank you for your understanding on the subject.

Declaration in Form "B" is also enclosed herewith, do let us know if you need any further information or clarification this.

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)

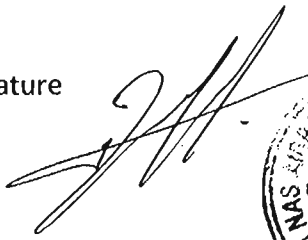

BEFORE THE AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA AT NEW DELHI

SUBMISSION OF PROPOSAL FOR DETERMINATION OF ANNUAL TARIFF FOR AND ON BEHALF OF:
M/s Celebinas Airport Services India Private Limited, E8 - 3016, Level 3, New T2, Chhatrapati
Shivaji International Airport, Andheri (East), Mumbai - 400099

I, Cem Sensoz, aged 43 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 E8
- 3016, Level 3, New T2, Chhatrapati Shivaji International Airport, Andheri (East), Mumbai -
400099 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 : February 6, 2014

April 25, 2014

DEM (ARBS)

To;

Mr. C. V. Deepak, OSD - II

Airports Economic Regulatory Authority of India
AERA Building, Administrative Complex,
Safdarjung Airprt, New Delhi – 110003

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28/4/14

Sub : Clarification on the ATP for the FY1415.

Ref : Our letter dated February 6, 2014

Dear Madam;

This is with reference to the telephonic discussion our CFO (Mr. Laxman K Prasad) had with your official Mr. A B Saxena, hereby we would like to clarify the following items.

1. Tariff for Aircraft type C(S) (Refer Annexure – I of ATP application dt 06.02.2014)

We wish you to clarify that price increase under this category was missed out in the previous year ATP i.e. FY1314 due to oversight, hence we incorporated it this year ATP with price increase as we have done for all other items in FY1314. This increased tariff is in conformity with tariff set in Concession agreement signed M/s Mumbai International Airport Private Limited (MIAL). Also like to inform that currently we do not have any customer operating under this category.

2. Inclusion of new category in cleaning rate for Corporate Aviation (Refer Annexure – II of ATP application dt 06.02.2014)

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3. Inclusion of Cargo Handling Rates (Refer Annexure – III of ATP application dt 06.02.2014)

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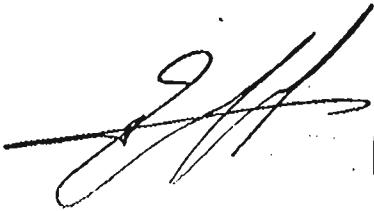
Enclosed please find herewith a copy concession agreement and users' contracts.

You are requested to kindly treat all contract/ agreement copy as strict confidential not made available in public domain.

Hope the above clarification suffice the requirement, we therefore request you to kindly process our ATP application for the FY1415.

Yours Truly'

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



CEM SENSOZ

Chief Executive Officer

Encl: As Above