

**Consultation Paper No. 7/2015-16**



**Airports Economic Regulatory Authority of India**

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

**New Delhi: 28<sup>th</sup> August, 2015**

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

## 1 Background

1.1 The Authority had considered the Multi Year Tariff Proposal submitted by M/s Celebi NAS Airport Services India Private Limited (Celebi NAS) for first control period commencing w.e.f. 01.04.2011, in respect of tariff determination for comprehensive ground handling services at CSI Airport, Mumbai. The Authority had, after due stakeholder consultation, issued a Multi Year Tariff Order(s) (MYTO) No. 16/2011-12 dated 17.10.2011 ordering that the services provided for the Ground Handling services by Celebi NAS are “material but competitive” and hence, the Authority shall adopt a “light touch approach” for determination of tariff for the 1<sup>st</sup> Control period w.e.f. 01.04.2011.

1.2 Pursuant to issue of above, the Authority also determined the tariff(s) for the first & second , third and fourth tariff years vide ATO(s) No. 33/2012-13 dated 21.01.2013, 11/2013-14 dated 07.06.2013 and 16/2014-15 on 13.01.2015 respectively.

1.3 As per Clause 7.4 of the Authority’s CGF 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 Multi Year Tariff Orders, the service provider shall submit to the Authority its ATP(s), provided that the Annual Tariff Proposal at least 75 days prior to the start of the Tariff Year.

1.4 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.

## 2 Submissions made by Celebi NAS:

2.1 Celebi NAS vide letter no. nil dated 31.03.2015 submitted the Annual Tariff Proposal for the financial year 2015-16 (**Annexure- I**), being the fifth tariff year of the first control period, along with Form B and Price lists for (a) Price list for International and Domestic Aircraft; (b) Price list for Corporate Aviation; (c) Price list for cargo handling services. Celebi NAS has also submitted Annual Compliance Statement for tariff year 2011-12, 2012-13 and 2013-14 .

2.2 Celebi NAS made a presentation before the Authority on 03.07.2015 and provided justification for the proposed increase in tariff, and had submitted that as per Concession Agreement with Mumbai International Airport Pvt. Ltd (MIAL), ceiling ground handling rates was revised w.e.f. 01.04.2015 based on the change in WPI and CPI index. Celebi NAS had also submitted that their operation cost had also increased and they were also making additional investment at Mumbai.

2.3 Celebi NAS, vide email dated 08.07.2015, had further forwarded the agreements with airlines and a statement showing Minimum and Maximum rates under each category of aircraft type.

### **3 Authority's Proposal:**

3.1 The Authority has carefully considered the tariff proposal submitted by Celebi NAS Airport Services India Private Limited (Celebi NAS) for Ground Handling Service at CSI Airport, Mumbai and has decided to make the following proposal for stakeholder consultation:

- (i) The tariff (s) for the fifth tariff year ( i.e. 2015-16) of the first control period, submitted by Celebi NAS Airport Services India Private Limited for Comprehensive Ground Handling Service at CSI Airport, Mumbai w.e.f. 01.04.2015, is proposed as at **Annexure – II**.

4 In accordance with the provisions of Section 13(4) of the AERA Act, the proposal contained in para 3.1 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 I** and **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.

5 The Authority welcomes written evidence-based feedback, comments and suggestions from stakeholders on the proposal made in para 3.1 above, latest by **07.09.2015** at the following address:

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

**S. Machendranathan  
Chairperson**

31 March, 2015

To;  
Mr. Ajok Shekhar, Secretary  
Airports Economic Regulatory Authority of India  
AERA Building, Administrative Complex,  
Safdarjung Airport, New Delhi - 110003

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

Dear Sir;

Enclosed please find herewith the Annual Tariff Proposal for the financial year 2015-16, being the fourth tariff year of the first control period effective from April 01, 2011.

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

Yours Truly'

For CelebiNAS Airport Services India Pvt. Ltd

  
CEM SENSÖZ  
Chief Executive Officer  
Encl: As Above



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Mumbai - 400 099. Tel.: +91-22-6685 9377 Fax: +91-22-6685 9388 www.celebinas.in  
CIN - U63033MH2008FTC188882

## 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 44 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 : 30 March, 2015



**Annexure - I Price List for International & Domestic**

Aircraft Type/ Category (ICAO code types)	Tariff Heading	Conditions of Tariff INR (Ceiling Price) *
<b>International - Passenger aircraft</b>		
C (S)	Comprehensive	64,010
	Ramp	48,010
C	Comprehensive	106,760
	Ramp	79,900
D	Comprehensive	175,340
	Ramp	140,590
E	Comprehensive	206,080
	Ramp	165,390
F	Comprehensive	288,040
	Ramp	225,170
<b>International - Freighter aircraft</b>		
C	Ramp	88,010
D	Ramp	154,530
E	Ramp	181,970
F	Ramp	247,570
<b>Total - International (A)</b>		
<b>Domestic - Passenger aircraft</b>		
C (S)	Comprehensive	14,520
	Ramp	10,170
C	Comprehensive	12,340
	Ramp	8,690
D	Comprehensive	19,660
	Ramp	14,520
E	Comprehensive	65,380
	Ramp	43,550
F	Comprehensive	116,130
	Ramp	72,580
<b>Total - Domestic (B)</b>		
<b>Corporate Aviation (CA)</b>		
CA - Ground Handling (B)		Ref Annexure II
<b>Grand Total (A + B)</b>		

\* Ceiling rate as per concession agreement (CA) with Mumbai International Airport Pvt. Ltd dated 14 Nov, 2008 except the Prices for Corporate Aviation. The rate has been recalculated as per clause C of Annexure I of CA, which leads to increase by 14.3% i.e. difference in WPI index in December 2014 (179.8) as compare to December 2011 (157.3)

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




## 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	12,600	14,000	463	28,706	631	39,122
5001-10000	17,500	21,000	924	57,288	1,051	65,162
10001-20000	28,000	35,000	1,813	112,406	1,891	117,242
20001-30000	30,800	39,200	1,953	121,086	2,031	125,922
30001-40000	43,400	49,000	2,031	125,922	2,240	138,880
40001-50000	47,600	53,200	2,100	130,200	2,451	151,962
50001-70000	53,200	58,800	2,240	138,880	2,660	164,920
70001 and above	105,000	105,000	3,291	204,042	3,291	204,042

\*\* 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	5,600	4,200	5,250	16,800	33,600
5001-10000	5,600	4,200	5,250	16,800	33,600
10001-20000	8,400	6,300	7,870	16,800	33,600
20001-30000	12,600	10,500	13,130	16,800	44,800
30001-40000	16,800	14,000	17,510	16,800	44,800
40001-50000	21,000	16,800	21,000	22,400	56,000
50001-70000	23,800	21,000	26,250	22,400	56,000
70001 and above	28,000	23,800	29,750	33,600	56,000

### D. Transportation Rates (In INR)

Vehicle	Per Turnaround
Mercedes / Audi	14,000
Teana / Accord	7,000
Innova	4,200
13 Seater Bus	10,080
21 Seater Bus	14,000
Bolero	4,200
Scorpio	7,000

\* Prices has been increased by 12% after two years due to increase in labour and operational cost, please not that Consumer Price Index (CPI) has increased by 15.37 % during the same period (Dec' 12 - 125.6 vs Dec' 14 - 144.6).

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	0.78
Carting and Palletisation	Per kilo	4.25

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


