



**Airports Economic Regulatory Authority of India**

**TO CONSIDER THE MULTI YEAR TARIFF PROPOSAL AND ANNUAL TARIFF PROPOSAL FOR THE SECOND CONTROL PERIOD IN RESPECT OF MENZIES AVIATION BOBBA (BANGALORE) PRIVATE LIMITED FOR PROVIDING CARGO HANDLING SERVICES AT KEMPEGOWDA INTERNATIONAL AIRPORT, DEVANAHALLI, BANGALORE.**

**New Delhi: 16<sup>th</sup> February, 2017**

**AERA Building  
Administrative Complex  
Safdarjung Airport**

## **1. Brief Background:**

- 1.1 The Authority vide its MYTO Order No. 21/2011-12 dated 25.10.2011, decided to adopt 'Light Touch Approach' for determination of the tariffs of MABB for providing Cargo services at Kempegowda International Airport for the first control period. Subsequently, the Authority also determined the tariff vide Order No.16/2012-13, dated 20.09.2012 (for the tariff year 2011-12 and 2012-13) , 14/2013-14, dated 10.06.2013 (for tariff year 2013-14), 48/2015-16, dated 09.02.2016 (for tariff year 2014-15 and tariff year 2015-16).
- 1.2 MABB, vide letter dated 07.03.2016 submitted a copy of its online submission of MYTP for the second control period and ATP for the first tariff year i.e FY.2016-17 of the second control period. ([Annexure-I](#))
- 1.3 The Annual Compliance Statement (ACS) for the FY. 2015-16 was submitted vide letter dated 29.11.2016.. [Annexure- II](#)

## **2 Principles for Determination of Aeronautical Tariff**

- 2.1 The Authority vide its Order No. 12/2010-11 dated 10.01.2011 and Direction No. 04/2010-11 issued on 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 and issued the Airport Economics 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 Guidelines").
- 2.2 As per para 7 of CGF Guidelines, the Authority is required to determine tariff for the aeronautical services at an airport on the basis of a Multi-Year Tariff Proposal (MYTP) submitted by the Independent Service Provider(s) (ISP) in the form and manner specified in Section AI. 2 of Appendix 1 to Guidelines for a control period of 5 years. The Authority reviews the proposals submitted by the Service provider (s) and determines the yield per per aircrafts/per MT (for ground handling and cargo respectively) on the basis of its regulatory philosophy. Subsequently the Annual Tariff proposal(s) (ATP) submitted by the ISP (pertaining to the approved yield per unit) are reviewed and approved.
- 2.3 As per clause 3 of the CGF Guidelines, the Authority shall, prior to the commencement of a Control period, follow a three stage procedure for determining its approach to the regulation of Regulated Service(s) as under:
  - Stage 1: The Authority Shall first assess 'Materiality' according to provisions of Clause 4;
  - Stage 2: The Authority shall then assess 'Competition' according to provision of Clause 5; and
  - Stage 3: The Authority shall then assess the reasonableness of existing User Agreement(s), according to provision of Clause 6.
- 2.4 As per clause 4.3 of the Guidelines in respect of cargo handling services, the materiality shall be assessed as a percentage of the cargo volume in MT

handled at a major airport A to total cargo volume in MT handled at all major airports.

$$\text{Materiality Index (MIc)} = \frac{\text{Cargo Volume at major airport A}}{\text{Total Cargo Volume at Major Airports}} \times 100$$

2.4.1 The percentage share of cargo volume for Bangalore Airport, as per April-2014 to March 2015 based on AAI Statistics is 11.23% [ Total volume of cargo handled at Bangalore airport=279475 tonnes & Total volume of cargo handled at major airports=2489139 tonnes) which is more than 2.5 % Materiality Index (MI<sub>c</sub>) for the above subject service. Hence the regulated service is deemed as ‘material’ for the second control period.

2.5 As per clause 5 of the Guidelines, where a regulated service is being provided at a major airport by two or more Service Provider(s), it shall be deemed ‘competitive’ at that airport. If a Regulated Service is provided by less than two Service Provider(s), it shall be deemed ‘non competitive’. Provided that the Authority may in its discretion consider such other additional evidence regarding reasonableness of completion, as it may deem fit.

2.5.1 As per the information furnished by MABB in Form F1(b) on competition Assessment, the following other service provider(s) are rendering similar service at Kempegowda International Airport, Devanahalli, Bangalore.

- a. Air India Sats Airport Services Private Limited;
- b. EICI.

2.5.2 Hence in the instant case, there are more than two cargo facility service providers including MABB, thus service is deemed ‘**material but competitive**’.

2.6 As per Clause 6 of Guidelines, the Authority shall consider the existing User Agreement(s) as reasonable provided that:

2.6.1 2.6.1 The Service Provider submit existing User Agreement(s) between the Service Provider and all the User(s) of the Regulated Service(s), clearly indicating the tariff(s) that are agreed to between the Service Provider and the User(s) of the Regulated Service(s) and

2.6.2 2.6.2 The User(s) of the Regulated Service(s) have not raised any reasonable objections or concerns in regard to the existing User Agreement(s) which have not been appropriately addressed.

2.6.3 2.6.3 MABB submitted copies of agreement from THAI, AIR Asia, Spicejet Limited, Sovika Aviation Services Limited, Qatar Airways, Lufthansa Cargo, Ethiopian Airlines and Air Asia Berhad etc. as evidence of User Agreement ([Annexure-III](#))

2.7 As per Clause 3.2 (i) of the Guidelines provides that wherever the regulated service provided is ‘material but competitive’, the Authority shall determine Tariff(s) for service Provider (s) based on a “light touch approach” for the duration of the Control period, according to the provisions of Chapter V. However, the Authority reserves the right to review materiality assessment, competition assessment and the reasonableness of the User Agreements

within the Control period and issue such direction or make such orders as it may consider necessary.

- 2.8 In terms of Clause 7.3 & 7.4 of the Guidelines, the Authority shall upon due consideration of the Multi Year Tariff Proposal (MYTP) and stakeholder consultations thereon make a Multi-Year Tariff Order (MYTO) for a Control Period. As per Clause 11.2, the ATP is required to be submitted in the manner and form provided in AI. 8.1 of Appendix I and should be supported by the following documents:

- i. Form B and Form 14(b)
- ii. Details of consultation with stakeholders
- iii. Evidence of User Agreements clearly indicating the Tariff proposal by the Service Provider and agreed.

MABB has submitted the ATP for the tariff year 2016-17 along with Form-B, Form-14(b), copy of the user agreements, and trade meeting attendance sheet along with minutes of the meeting as evidence of stakeholder's consultation

### **3. Examination**

- 3.1 The services rendered by MABB for providing Cargo facility at Kempegowda International Airport, Devanahalli, Bangalore is aeronautical service in terms of section 2(a) of the Airports Economics Regulatory Authority of India Act, 2008 (Act) whereas under section 13 (1)(a) of the Act, the Authority is required to determine tariff for aeronautical services.
- 3.2 The Authority allowed MABB to charge tariff for Cargo service indicated in para 1.1 above under "Light Touch Approach" during the first control period as the cargo service rendered by MABB at Kempegowda International Airport, Devanahalli, Bangalore was 'material but competitive'. As the scenario is same, the Authority proposes to adopt a "Light Touch Approach" to determine the tariffs for second control period.
- 3.3 MABB has submitted its Annual compliance for the tariff year 2011-12 to 2014-15 of first control period. The comparative scenario of revenue, cost, yield per unit and return on average RAB as per MYTO and actuals submitted by MABB for the first control period is indicated in **Annexure -IV**.
- 3.4 MABB has submitted the ATP for the tariff year 2016-17 along with Form-B, Form-14(b), copy of the user agreements, and trade meeting attendance sheet along with minutes of the meeting as evidence of stakeholder's consultation. **Annexure –V**. On perusal of the minutes it is observed that the minutes refer to the monthly meeting with trade bodies and does not speak anything about MYTP/ATP proposals for the second control period filed with AERA by MABB.
- 3.5 The tariff of MABB was revised in the FY. 2013-14. The Authority approved the levy of the prevailing tariffs of FY.2013-14 for FY.2014-15 and FY. 2015-16 also. MABB in their current proposal have sought an increase of 5% in



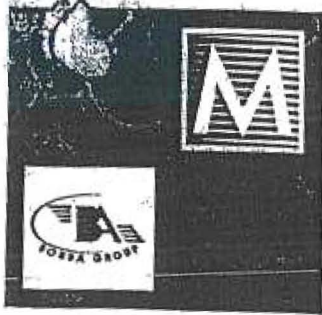
tariffs for the first tariff year i.e 2016-17 of the second control period. The comparative statement of major tariff heads is placed at [Annexure –VI](#).

#### **4. Proposal**

- 4.1 The Authority, after careful consideration of the MYTP and ATP for FY. 2016-17, makes the following proposal for stakeholder consultation:
  - 4.2 The service for Cargo handling being provided by Menzies Aviation Bobba (Bangalore) Private Limited (MABB) at Kempegowda International Airport, Devanahalli, Bangalore is “Material but Competitive”. Therefore the Authority proposes to adopt ‘Light Touch Approach’ for determination of tariff for the second control period w.e.f. 01.04.2016 to 31.03.2021 and accordingly issue the MYTO for the second control period.
  - 4.3 The tariff for the first tariff year TI(2016-17) for Cargo services rendered by Menzies Aviation Bobba (Bangalore) Private Limited (MABB) at Kempegowda International Airport, Devanahalli, Bangalore may be approved to be levied from the date of Order as per the tariff card placed at [Annexure –VII](#)
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 as annexures to the consultation paper. 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 **Friday, the 3rd March, 2017** at the following address:

**Secretary,  
Airports Economic Regulatory Authority of India,  
AERA Building,  
Administrative Complex,  
Safdarjung Airport,  
New Delhi- 110003  
Email: (i) [puja.jindal@nic.in](mailto:puja.jindal@nic.in)  
(ii) [pc.jain61@gov.in](mailto:pc.jain61@gov.in)  
Tel: 011-24695042  
Fax: 011-24695039**

**S. Machendranathan  
Chairperson**



226/650-II  
28/3/16

Annexure - I  
Menzies Aviation Bobba (B'lore) Pvt.

Regd.  
Cargo Terminal 1, Kempegowda International  
Devanahalli, Bangalore - 560 300

CIN: U63013KA2006PTC

T: +91 80 220  
F: +91 80 2201

www.menziesbobba

March 7, 2016.

To  
The Secretary  
Airports Economic Regulatory Authority of India (AERA)  
AERA Building, Administrative Complex  
Safdarjung Airport  
New Delhi - 110 003

SUB: SUBMISSION OF MULTI YEAR TARIFF PROPOSAL FOR AND ON BEHALF OF: M/s.  
MENZIES AVIATION BOBBA (BANGALORE) PVT. LTD.

I, K. Venkata Reddy, aged 50 years, resident of A-204 Century Celeste Apartments, Jakkur, Bangalore - 560064 acting in my official capacity as Chief Executive Officer of M/s. Menzies Aviation Bobba (Bangalore) Pvt. Ltd., having its registered office at Cargo Terminal 1, Kempegowda International Airport, Devanahalli, Bangalore, do hereby state and confirm as under that:

1. That I am duly authorized to act for and on behalf of M/s. Menzies Aviation Bobba (Bangalore) Pvt. 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 inter alia (i) Business Plan; (ii) Information relating to the Regulatory Building Blocks; (iii) Competition Assessment; (iv) Historical and Forecasted Volumes; and (v) Historical Revenues, are correct and true to my knowledge and belief and nothing material has been concealed there from.

Thanking you,

Yours Sincerely

*K. Venkata Reddy*

K. Venkata Reddy  
Chief Executive Officer

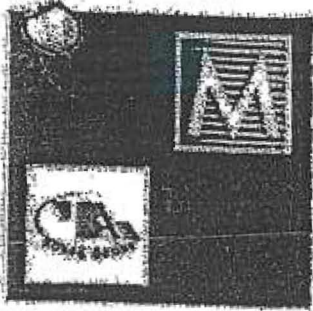
Place: Bangalore

Date: March 7, 2016



AGM (REG)  
Rajesh  
28/3  
Mona  
Ravi  
2016

ISAGO



Menzies Aviation Bobba (B'lore) Pvt

Regd. C  
Cargo Terminal 1, Kempegowda International A  
Devarahalli, Bangalore - 560 300. I

CIN: U63013KA2006PTC03

T: +91 80 22011  
F: +91 80 22011

www.menziesbobba.com

**CERTIFIED TRUE COPY OF RESOLUTION PASSED BY THE BOARD OF DIRECTORS OF M/S. MENZIES AVIATION BOBBA (BANGALORE) PVT. LIMITED ON MONDAY, 7TH MARCH, 2016**

"RESOLVED that the Company do submit, without prejudice, Multi Year Tariff Proposal (MYTP), necessary Forms and Documents & Annual Tariff Plan for the first tariff year i.e., FY 2016-17 as required to be submitted to Airports Economic Regulatory Authority of India (AERA), New Delhi in terms of its Guidelines issued under Direction No.4/2010-11, dated 10th January, 2011.

RESOLVED FURTHER that Mr. K. Venkata Reddy, CEO of the Company be and is hereby authorized to sign / execute the necessary documents with regard to this submission.

//CERTIFIED TO BE TRUE//

For Menzies Aviation Bobba (Bangalore) Pvt Ltd,

Kamesh Peri  
Director  
DIN:00710289





Bangalore International Airport Limited  
 Alpha 2, Kempegowda International Airport  
 Bengaluru - 560 300, India.  
 T +91 80 6678 2050 F +91 80 6678 3366, feedback@bialairport.com  
 www.bengaluruairport.com  
 CIN: U45203KA2001PLC028418



**Kempegowda**  
 INTERNATIONAL  
 AIRPORT  
 BENGALURU

1<sup>st</sup> March 2016

**TO WHOMSOEVER IT MAY CONCERN**

This is to confirm that, M/s. Menzies Aviation Bobba (Bangalore) Pvt. Ltd. (MABBPL), a Company incorporated under the Companies Act, 1956, having its Corporate and Correspondence Office: Plot No. C-05L, Kempegowda International Airport, Devanahalli, 560300, Bengaluru, Karnataka has been granted a service provider right under the terms and conditions of a Cargo Handling Service Provider Right Holder Agreement dated 16<sup>th</sup> May 2006 to provide cargo service including perishables, at Kempegowda International Airport, Bengaluru (the 'Airport'), from 24<sup>th</sup> May 2008 and is valid for a period of fifteen (15) years

This letter is issued at the request of MABBPL in connection with submission of AERA Annual Tariff Proposal for MABBPL operations related to cargo handling services at the Airport.

Thanking You,  
 for BANGALORE INTERNATIONAL AIRPORT LIMITED

Bhaskar Bodapati  
 Sr. Director Finance & Support Services



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

BEFORE THE AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA

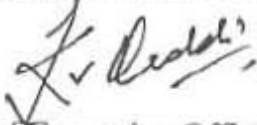
AT NEW DELHI

SUBMISSION OF PROPOSAL FOR DETERMINATION OF ANNUAL TARIFF FOR  
AND ON BEHALF OF:**M/s. Menzies Aviation Bobba (Bangalore) Private Limited**

I, K. Venkata Reddy, aged 50 years, resident of Bangalore acting in my official capacity as Chief Executive Officer in M/s. Menzies Aviation Bobba (Bangalore) Private Limited having its registered office at Cargo Terminal 1, Kempegowda International Airport, Devanahalli, Bangalore - 560 300 do hereby state and affirm as under that:

1. That I am duly authorized to act for and on behalf of M/s. Menzies Aviation Bobba (Bangalore) Private Limited in the matter of making this submission before the Airports Economic Regulation 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 the Annual Tariff Proposal submission which include inter alia
  - (i) Proposed detailed break-up of Tariff (s)
  - (ii) Justifications are correct and true to my knowledge and belief and nothing material has been concealed there from.

For Menzies Aviation Bobba (Bangalore) Private Limited



Chief Executive Officer

Place: Bangalore

Date: 7th March, 2016



## Form F14 (b) - Annual Tariff Proposal For Tariff Year 1 representing F.Y 2016-17

## MAXIMUM RATES TO BE PAID BY FREIGHT FORWARDER FOR INTERNATIONAL CARGO

S.N.	LIST OF CHARGES	FY 2016-17 Tariff Year - 1	
		MINIMUM RATE in INR	RATE PER KG in INR
A) INTERNATIONAL CARGO			
1	TERMINAL, STORAGE AND PROCESSING CHARGE [TSP] - (per Shipping Bill)		
a)	General cargo	138	1.16
b)	Special cargo (AVI)	276	1.74
c)	PER/DGR/VAL cargo	276	3.01
2	CUSTOMS CARGO SERVICE PROVIDER CHARGE [CCSP] - (per Shipping Bill)	32	0.68
3	DEMURRAGE / STORAGE CHARGE (rate per kg per day)		
a)	General cargo	144	0.93
b)	Special cargo (AVI)	276	1.74
c)	PER/DGR/VAL cargo	276	3.01
4	COURIER HANDLING CHARGE	166	1.74
5	PACKING/REPACKING/STRAPPING CHARGE	7/-Per Carton/Bag	
6	RETURN CARGO CHARGE	551/AWB	
7	AIR WAYBILL AMENDMENT CHARGE	110/AWB	
8	WEIGHT / VOLUME MIS-DECLARATION CHARGE		
a)	2-5% variation	2 times	
b)	More than 5% variation	5 times	
9	OVERTIME CHARGE (beyond customs working hours)		
a)	General Cargo	56/- per Shipping Bill	
b)	VAL cargo	1103/- per AWB	
IMPORT CARGO			
1	TERMINAL, STORAGE AND PROCESSING CHARGE [TSP] - (per Bill of Entry)		
a)	General cargo/Unaccompanied Baggage	138	5.67
b)	Special cargo (AVI)	276	11.34
c)	PER/DGR/VAL cargo	276	11.34
2	CUSTOMS CARGO SERVICE PROVIDER CHARGE [CCSP] - (per HAWB)	32	1.94
3	DEMURRAGE / STORAGE CHARGE (rate per kg per 24 hours)		
a)	General cargo		
i)	Flight Actual Time of Arrival (ATA) plus 72 hours	No Charges	
ii)	Cargo cleared between 72 hours and 120 hours	353	1.74
iii)	Cargo cleared between 120 hours and 720 hours	353	3.24
iv)	Cargo cleared after 720 hours	353	4.86
b)	Special cargo (AVI)		
i)	Flight Actual Time of Arrival (ATA) plus 72 hours	No Charges	
ii)	Cargo cleared between 72 hours and 120 hours	689	3.24
iii)	Cargo cleared between 120 hours and 720 hours	689	6.48
iv)	Cargo cleared after 720 hours	689	9.72
c)	PER/DGR/VAL cargo		
i)	Flight Actual Time of Arrival (ATA) plus 72 hours	No Charges	
ii)	Cargo cleared between 72 hours and 120 hours	1406	6.48
iii)	Cargo cleared between 120 hours and 720 hours	1406	13.02
iv)	Cargo cleared after 720 hours	1406	19.51
4	COURIER HANDLING CHARGE	221	6.37
5	AIR WAYBILL AMENDMENT CHARGE	110/ per AWB	
6	TRANSHIPMENT CHARGE- International to Domestic		
a)	General cargo	138	2.08
b)	PER/DGR/VAL/AVI cargo	259	2.08
	Documentation Charges	110/AWB	
7	OVERTIME CHARGE		



Note: Applicable for international and domestic handling

(1) Consignments of Human Remains, Coffins including Unaccompanied Baggage of the deceased and Human Eyes will be exempted from the purview of the TSP and Demurrage charges.

(2) The Charges will be levied on "Gross Weight" or "Chargeable Weight" whichever is higher. Wherever there is a mis declaration of the Gross or chargeable weight on the AWB, the actual Gross weight or Actual Chargeable weight will be used for the charges which ever is higher.

(3) Storage Charges

Export Cargo - Free Period Shall be one day (24hrs) for examination/processing by Shipper's on 'Per Kg. Per day'.

Import Cargo - Free period shall be 72 hours from the Actual time of arrival of flight. For the next 48 hours,

demurrage will be charged at "Per Kg Per Day" on non cumulative basis, provided the consignment is cleared

within 120 hrs. If the clearance is effected after 120 hrs (from the time of landing) demurrage will accrue

for the entire period from the Actual time of arrival of flight.

(4) 50% of the General Cargo Charges will be applicable to Newspapers (Daily) TV Reels. Applicable to per kilo charge only

(5) All bills will be rounded off to the next INR 5 as per IATA rules.

(6) VAL Cargo consists of Gold Bullion, Currency Notes, Shares, Shares Coupons, Traveller's Cheques, Diamonds (incl Diamonds for Industrial Use), Diamond Jewellery, Watches made of Silver, Gold, Platinum and items valued at USD 1000/Kg and above.

(7) Special Cargo (AVI) consist of Live Animals and Day old chicks

(8) For Consolidation TP Cargo-TSP Charges will be levied to all types of Cargo, in addition to Transshipment charges mentioned above. Demurrage Charges will be applicable as per General Cargo tariff.

(9) All charges above are excluding Service Tax or any other taxes or levies that existing or to be introduced. Such Taxes and levies shall be charged extra on the above prices.

(10) Charges such as Rent & parking fee are not considered in this Annual Tariff Proposal as the same are un-regulated services

(11) All charges mentioned above include concession fee charged by the Airport Operator

(12) Complete shipment should be physically available prior to payment of TSP charges





## Form F14 (b) - Annual Tariff Proposal For Tariff Year 1 representing F.Y 2016-17

## MAXIMUM RATES TO BE PAID BY FREIGHT FORWARDER FOR DOMESTIC CARGO

S.N.	LIST OF CHARGES	FY 2016-17 Tariff Year - 1	
		MINIMUM RATE In INR	RATE PER KG INR
B) DOMESTIC CARGO			
OUTBOUND CARGO			
1	TERMINAL, STORAGE AND PROCESSING CHARGE [TSP]		
a)	General cargo	110/AWB	0.75
b)	Special cargo (AVI)	221/AWB	2.37
c)	PER/DGR/VAL cargo	221/AWB	2.37
2	DEMURRAGE / STORAGE CHARGE (rate per kg per day)		
a)	General cargo	138/AWB	0.75
b)	Special cargo (AVI)	221/AWB	2.37
c)	PER/DGR/VAL cargo	221/AWB	2.37
3	COURIER HANDLING CHARGE	110/AWB	0.75
4	PACKING/REPACKING/STRAPPING CHARGE	7/- per Carton/Bag	
5	RETURN CARGO CHARGE	110/AWB	
6	AIR WAYBILL AMENDMENT CHARGE	110/AWB	
INBOUND CARGO			
1	TERMINAL, STORAGE AND PROCESSING CHARGE [TSP]		
a)	General cargo/Unaccompanied Baggage	138/AWB	1.27
b)	Special cargo (AVI)	221/AWB	2.43
c)	PER/DGR/VAL cargo	221/AWB	2.43
2	DEMURRAGE / STORAGE CHARGE (rate per kg per 24 hours)		
a)	General cargo	221/AWB	1.45
b)	Special cargo (AVI)	276/AWB	2.55
c)	PER/DGR/VAL cargo	276/AWB	2.55
3	COURIER HANDLING CHARGE	138/AWB	1.27
4	AIR WAYBILL AMENDMENT CHARGE	110/AWB	
5	PACKING/REPACKING/STRAPPING CHARGE	7/- per Carton/Bag	

**Note:** Applicable for international and domestic handling

(1) Consignments of Human Remains, Coffins including Unaccompanied Baggage of the deceased and Human Eyes will be exempted from the purview of the TSP and Demurrage charges.

(2) The Charges will be levied on "Gross Weight" or "Chargeable Weight" whichever is higher. Wherever there is a mis declaration of the Gross or chargeable weight on the AWB, the actual Gross weight or Actual Chargeable weight will be used for the charges which ever is higher.

(3) Storage Charges

Export Cargo - Shall be one day (24hrs) for examination/processing by Shipper's on 'Per Kg Per day'.

Import Cargo - Free period shall be 72 hours from the Actual time of arrival of flight. For the next 48 hours demurrage will be charged at "Per Kg Per Day" on non cumulative basis, provided the consignment is cleared within 120 hrs. If the clearance is effected after 120 hrs (from the time of landing) demurrage will accrue for the entire period from the Actual time of arrival of flight.

4) 50% of the General Cargo Charges will be applicable to Newspapers (Daily) TV Reels. Applicable to per kilo-kg



15'2

(5) Bills will be rounded off to the next INR 5 as per IATA rules.

(6) VAL Cargo consists of Gold Bullion, Currency Notes, Shares, Shares Coupons, Traveller's Cheques, Diamonds (Incl Diamonds for Industrial Use), Diamond Jewellery, Watches made of Silver, Gold, Platinum and items valued at 1000/kg or above.

(7) Special Cargo (AVI) consist of Live Animals and Day old chicks

(8) For Consolidation TP Cargo-TSP Charges will be levied to all types of Cargo, in addition to Transhipment charges mentioned above . Demurrage Charges will be applicable as per General Cargo tariff.

(9) All charges above are excluding Service Tax or any other taxes or levies that existing or to be introduced. Such Tax and levies shall be charged extra on the above prices.

(10) All charges mentioned above include concession fee charged by the Airport Operator

(11) Complete shipment should be physically available prior to payment of TSP charges





**MAXIMUM CHARGES PAYABLE BY AIRLINES**

S.N.	Description of Service	Unit	FY 2016-17 Tariff Year - 1	
			MINIMUM RATE In INR	RATE PER KG In INR
A) INTERNATIONAL CARGO				
EXPORT CARGO				
1	HANDLING CHARGES			
a)	General Cargo			
	Palletisation/ Bulk Cargo	Per Kg	424Per Flight	1.80
b)	Valuable/Perishable/Hazardous Cargo/Live Animals/Pharmaceutical/ Time & Temperature sensitive Cargo etc.,			
	Palletisation/ Bulk Cargo	Per Kg	428 per flight	3.82
2	Courier /Mail Charges	Per Kg	424 Per Flight	1.84
3	DEMURRAGE / STORAGE CHARGE (rate per kg per day)			
a)	General Export Cargo	Per Kg	315/AWB	2.40
b)	Valuable/Perishable/Hazardous Cargo/Live Animals etc.,	Per Kg	355/AWB	4.82
4	X-Ray charges	Per Kg	157/AWB	3.05
5	Dangerous Goods certification	Per /AWB	840/AWB	
6	Export General Manifesto - filing with Authorities	Per Flight	315/Flight	
IMPORT CARGO				
1	HANDLING CHARGES			
a)	General Cargo			
	De-Palletisation/Bulk Cargo	Per Kg	424 Per flight	1.72
b)	Valuable/Perishable/Hazardous Cargo/Live Animals/Pharmaceutical/ Time & Temperature sensitive Cargo etc.,			
	De-Palletisation/Bulk Cargo	Per Kg	428 per flight	3.82
2	Courier /Mail Charges	Per Kg	424 Per flight	1.84
3	DEMURRAGE / STORAGE CHARGE (rate per kg per 24 hours)			
a)	General Export Cargo	Per Kg	315/AWB	2.40
b)	Valuable/Perishable/Hazardous Cargo/Live Animals etc.,	Per Kg	424/AWB	6.44
4	Import General Manifesto - filing with Authorities	Per Flight	315/Flight	
TRANSHIPMENT CHARGES				
1	Transshipment charges-International to International			
a)	General Cargo	Per Kg	199/AWB	2.90
b)	Special Cargo	Per Kg	382/AWB	2.90
c)	Documentation Fee	Per AWB	163/AWB	
2	Transshipment charges-International to Domestic			
a)	General Cargo	Per Kg	199/AWB	2.90
b)	Special Cargo	Per Kg	382/AWB	2.90
c)	Documentation Fee	Per AWB	163/AWB	
B) DOMESTIC CARGO				
OUTBOUND CARGO				
1	Palletisation	Per Kg	347 Per flight	1.34
2	Courier /Mail Charges	Per Kg	347 Per flight	1.34
3	DEMURRAGE / STORAGE CHARGE (rate per kg per day)			
a)	General Cargo	Per Kg	145/AWB	0.79
b)	Valuable/Perishable/Hazardous Cargo/Live Animals etc.,	Per Kg	231/AWB	2.49
4	X-Ray Charges	Per Kg	173/AWB	2.36
INBOUND CARGO				
1	De-Palletisation	Per Kg	347 Per flight	1.34
2	Courier /Mail Charges	Per Kg	347 Per flight	1.34
3	DEMURRAGE / STORAGE CHARGE (rate per kg per 24 hours)			
a)	General Export Cargo		145/AWB	0.79
b)	Valuable/Perishable/Hazardous Cargo/Live Animals etc.,		231/AWB	2.49

NOTE:

The above rates are Maximum rates. These are the rates planned to be charged to achieve the projected ARR for the control period from 1-4-2016 to 31-3-2017. The rates are exclusive of Service tax or other levies or taxes existing or to be imposed. Such taxes or levies shall be charged extra on the above prices.

User Agreements (Airline or other agents) shall have the rates subject to maximum specified above. The Agreements are in line with the IATA, AHM 810 Standard Ground Handling Agreement 2004/2008 (SGHA) as amended from time to time with mutual consent by Airline and the Company(MABB)

The rates with each Airline are based on negotiations and as agreed between Company (MABB) and the Airline depending on the specific service levels agreed such as usage of equipment credit period, indemnity/insurance, and other services as may be thought fit.



412

Annexure - II



November, 29, 2016.

Menzies Aviation Bobba (Bangalore) P

Regd  
Cargo Terminal 1, Kempegowda International  
Devanahalli, Bangalore - 560 30

CIN: U63013KA2006PTC

T: +91 80 22

F: +91 80 22

www.menziesbobl  
info.blr@menziesbobl

Secretary

Airports Economic Regulatory Authority of India

AERA Building, Administrative Complex

Safdarjang Airport

New Delhi - 110 003

Dear Sir / Madam

Sub: Submission of Annual Compliance Statement for the 5th Tariff Year (F.Y. 2015-16).

With reference to the above, we are herewith submitting the following documents for Tariff Year 5 (Financial Year 2015-16) in terms of the Guidelines dated 10th January, 2011.

1. Certificate issued by Chartered Accountant
2. Certified Forms (F16 to F19)
3. Copy of Audited Financials (F.Y 2015-16)
4. Certified True Copy of Board Resolution

We will be pleased to submit any other information that you further require in this regard.

Thanking You,

For Menzies Aviation Bobba (Bangalore) Pvt. Limited

B. Ratnacker

CFO-in-charge

239/02

Handwritten signatures and initials: X, 2/12, Sh. Jai, and others.

413



Menzies Aviation Bobba (Bangalore) P

Regd  
Cargo Terminal 1, Kempegowda International  
Devanahalli, Bangalore - 560 30

CIN: U63013KA2006PTC

T: +91 80 22

F: +91 80 22

www.menziesboba  
info.blr@menziesboba

CERTIFIED TRUE COPY OF RESOLUTION PASSED BY THE BOARD OF DIRECTORS OF MENZIES AVIATION BOBBA (BANGALORE) PVT. LIMITED AT THEIR MEETING HELD ON TUESDAY, THE 27TH DAY OF SEPTEMBER, 2016 AT 10.30 A.M. AT CARGO TERMINAL 1, KEMPEGOWDA INTERNATIONAL AIRPORT, DEVANAHALLI, BANGALORE - 560 300.

"RESOLVED that the Company do submit the certified Annual Compliance Statement for Tariff Year 5 i.e., Financial Year 2015-16 along with necessary Forms and Documents as required to be submitted to Airports Economic Regulatory Authority of India (AERA), New Delhi in terms of its Guidelines dated 10th January, 2011.

RESOLVED FURTHER that Mr. Ratnackar Bandaru, CFO-in-charge of the Company be and is hereby authorized to sign / execute the necessary documents with regard to this submission."

//CERTIFIED TO BE TRUE//

For Menzies Aviation Bobba (Bangalore) Private Limited

Kannan Gopalan  
Director  
DIN: 06457047

be



CERTIFICATE

To,

The Airport Economic Regulatory Authority of India (AERA)

AERA Building, Administrative Complex,

Safdarjang Airport, New Delhi - 110 003

This is to certify that we have verified the Annual Compliance Statement for Tariff Year 2015-2016 of M/s Menzies Aviation Bobba (Bangalore) Private Limited, Bangalore. We hereby confirm that the details submitted in the following:

- a) Form F16 (Performance Report for the Tariff Year 2015-2016);
- b) Form F17 (Revenue for regulated services recovered during the Tariff Year 2015-2016);
- c) Form F18 (Revenue for services other than regulated services recovered during the Tariff Year 2015-2016); and
- d) Form F19 (Operating expenditures incurred during the Tariff Year 2015-2016).

are in agreement with the Audited Financial Statements of the Company for the year 2015-2016. Further, we certify that the forecast details as appearing in the above mentioned forms confirm with the Multi Year Tariff Proposal (MYTP) submitted to Airport Economic Regulatory Authority of India, New Delhi on April 29, 2011.

for, SKNJ & CO

CHARTERED ACCOUNTANTS

FRN No. 013998S

  
SARWAN KUMAR

Partner

Membership No: 214415



Place: Bangalore

Date: November 29, 2016

Menzies Aviation Bobba (Bangalore) Pvt. Limited, Bangalore

ANNUAL COMPLIANCE STATEMENT: TARIFF YEAR 2015-16

Form F16: Performance Report for the Tariff Year (ref: Section A1.9 of Appendix I)

Details	Actual for the Tariff Year under consideration	Forecast as per the Multi Year Tariff Order
	2015-16	2015-16
Total Revenue from Regulated Services (1)	1,02,03,83,624	72,41,45,723
- Cargo Handling Revenue	69,30,97,273	61,46,14,816
- Demurrage Collection	29,01,54,802	5,77,27,978
- Interest & Other Income	10,67,10,701	1,14,69,444
- Rental Income	3,04,20,848	4,03,13,485
Total Revenue from Services other than Regulated Services (2)	3,04,20,848	4,03,13,485
Operating Expenditure (3)	62,79,19,814	44,76,05,180
Depreciation (4)	7,26,57,183	8,42,55,669
Income Tax	8,35,00,000	3,91,09,314
Dividend Distribution Tax	5,18,22,500	1,39,62,025
Total Expenditure (5)	83,58,99,497	58,49,32,189
Regulatory Operating Profit (1)-(2)-(5) = (6)	22,40,63,279	9,89,00,050
Capital Expenditure (7)	4,00,63,214	1,15,00,000
Opening RAB (8)	48,64,90,935	49,73,93,361
Deposits/ Transfers (9)	13,41,409	-
Closing RAB (8) + (7) - (9) - (4) = (10)	46,25,55,557	42,46,37,693
Average RAB (8) + (10) / 2 = (11)	47,95,23,246	46,10,15,527
Return on Average RAB (6) / (11)	46.73%	21.45%
Total Volume (Cargo) (12)	12,85,98,466	12,94,15,000
Actual yield per unit (12/1)	11.79%	17.87%
Return on average RAB after adjusting for excess Demurrage Revenue	-1.74%	21.45%







# IATA STANDARD GROUND HANDLING AGREEMENT SIMPLIFIED PROCEDURE

## ANNEX B 2.0 – Location, Agreed Services and Charges

to the Standard Ground Handling Agreement (SGHA) of January 2008

between: **Thai Airways International Public Company Limited**  
having its principal office at **89 Vibhavadi – Rangsit Road  
Bangkok 10900  
Thailand**

hereinafter referred to as "the Carrier"

and: **Menzies Aviation Bobba (Bangalore) Pvt. Ltd.**  
having its principal office at: **Plot No C-04L  
Bengaluru International Airport  
Devanahalli  
Bengaluru 560300  
India**

hereinafter referred to as "the Handling Company"

This Annex **B 2.0**  
for the location: **BLR**  
is valid from: **01.09.2015**

and replaces: **Annex B 1.0 valid from 11May, 2008 and  
Addendum 1.0 dated 01December, 2010 and Addendum 2.0**

### PREAMBLE:

This Annex B 2.0 is prepared in accordance with the simplified procedure whereby the Carrier and the Handling Company agree that the terms of the Main Agreement and Annex A of the SGHA of January 2008 as published by the International Air Transport Association shall apply as if such terms were repeated here in full. By signing this Annex B, the parties confirm that they are familiar with the aforementioned Main Agreement and Annex A.

Annex B 2.0





audit records, books, correspondence, receipts, instructions and memoranda relating to the Agreement.

#### Paragraph 14 – Standard of Work and Service Assurance

14.1 The Handling Company agrees to perform all services in accordance to an agreed Service Level Agreement (SLA – Appendix 1). Performance would be monitored and regularly reviewed against these parameters through a monthly performance report and regular performance meetings as specified by Service Level Agreement (SLA). In case the Handling Company fails to comply with the agreed service condition(s) in the SLA, the Handling Company will take all responsibility caused by its service discrepancy as specified under the SLA.

#### Paragraph 15 – Diversion Stations

15.1 The Handling Company will provide services for the Carrier's diverted flight. In case of the Handling Company is unable to provide services at such diversion airport, it will coordinate with local Ground Services provider for maximum cooperation and services provision to the Carrier.

Signed this SGHA Annex B 2.0 on this 17 day of Aug 2015

for and on behalf of Handling Company:

Menzies Aviation Bobba (Bangalore) Pvt. Ltd.

Name: Venkata Reddy  
Chief Executive Officer

Name: Kamesh Per  
Director

for and on behalf of Carrier:

Thai Airways International Public  
Company Limited

Name: M.R. Chirasak Chandratat  
Acting Managing Director

Name: Sanguan Haisoka  
IT Support Department Manager Perform  
Standards & Marketing Development  
Department Director

Name: D. Thulasi Raman  
Cargo Sales and Operations Manager  
BLR






# IATA STANDARD GROUND HANDLING AGREEMENT SIMPLIFIED PROCEDURE

## ANNEX B 1.0 – Location, Agreed Services and Charges

to the Standard Ground Handling Agreement (SGHA) of January 2008

between: **Thai Air Asia Co. Ltd.**  
having its principal office at **No. 222, Don Mueang International Airport,  
3rd Floor, Central Office Building, Room No. 3200,  
Vibhavadi Rangsit Road, Sanambin Sub- district,  
Don Mueang District,  
Bangkok 10210,  
Thailand**

hereinafter referred to as "the Carrier"

and: **Menzies Aviation Bobba (Bangalore) Pvt. Ltd.**  
having its principal office at **Plot No C-04L  
Bengaluru International Airport  
Devanahalli  
Bengaluru 560300  
India**

hereinafter referred to as "the Handling Company"

This Annex **B 1.0**  
for the location: **BLR**  
is valid from: **01Sep, 2015**  
and replaces: **Nil**

### PREAMBLE:

*This Annex B is prepared in accordance with the simplified procedure whereby the Carrier and the Handling Company agree that the terms of the Main Agreement and Annex A of the SGHA of January 2008 as published by the International Air Transport Association shall apply as if such terms were repeated here in full. By signing this Annex B, the parties confirm that they are familiar with the aforementioned Main Agreement and Annex A.*



*Air Asia*



- 11.2 The Handling Company agrees not to use such information other than for the purposes of performing the services or as instructed by the Carrier, and in this regard the Carrier shall not make any claim against the Handling Company and shall defend, hold harmless and indemnify it against any legal liability for claims or suits, including costs and expenses incidental thereto, which may arise in respect of the transfer or disclosure of any such information as may be required to enable the Handling Company to perform the Services or pursuant to any instructions received from the Carrier or from any regulatory or governmental agency having authority to require such transfer or disclosure.

#### Paragraph 12 – Governing Law

- 12.1 This Agreement shall be construed in accordance with and governed by the laws of Republic of India, and the court for the resolution of dispute shall be the court of Bangalore.

Signed this SGHA Annex B 1.0 on this \_\_\_\_\_ day of \_\_\_\_\_ 2015

for and on behalf of Handling Company:

Menzies Aviation Bobba (Bangalore) Pvt. Ltd.

Name: Venkata Reddy  
Chief Executive Officer



Name: Kamesh Peri  
Director

*[Signature]*

for and on behalf of Carrier:

Thai Air Asia Co. Ltd.

Name: Tassapon Bijleveld

*Thai Air Asia*  
A MEMBER OF AIRASIA P.L.C.  
Thai AirAsia Co., Ltd.

*[Signature]*  
Name: Pattra Boosarawongse



AMENDMENT TO AHM 810 STANDARD GROUND HANDLING AGREEMENT

ADDENDUM 4.0

To

ANNEX B1.0 – Locations, agreed services and Charges to the  
Standard Ground Handling Agreement - simplified procedure  
Effective June 01, 2014 – May 31, 2017. (Revision of Domestic Handling Charges)

between: M/s Spicejet Limited

having its principal office at New Delhi-1100037

hereinafter referred to as "the Carrier"

and: Menzies Aviation Bobba (Bangalore) Pvt. Ltd.

having its principal office at: Plot No C-04L  
Bangalore International Airport  
Devanahalli  
Bangalore 560300  
India

hereinafter referred to as "the Handling Company"

RECITALS

- A. WHEREAS the parties have entered into an Annex B1.0 agreement (together with its subsequent amendments) dated 24 May 2008 as relating to the provision of handling services by the Handling Company at its cargo terminal at Bangalore International Airport. The same shall stand extended for a further period of 3 years from 01 June, 2014 to 31 May, 2017 with the same terms and conditions excepting the revisions to certain terms as given below.
- B. WHEREAS the parties have subsequently agreed for revision of Domestic Handling Charges with effect from June 1, 2014 to May 31, 2017. This Addendum 4.0 will be replaced by the Addendum 2.0.
- C. WHEREAS the parties by mutual discussions decided to amend certain clauses of the main agreement Annex B1.0 dated May 24, 2008 to incorporate the following terms.

NOW THEREFORE the parties have agreed as follows:

All defined terms and conditions in this Addendum shall have the same meaning as set out in the Annex B1.0 (together with its amendments/extensions) unless otherwise indicated herein.

Except as set out herein all other terms and conditions of the Annex B1.0 (together with its amendments/extensions) shall remain unchanged

  
Addendum 4 to Annex B1.0





2.0 Duration, Termination & Modification (Ref. paragraph 7.1 of Annex B1.0)

This Annex B 1.0 with its current amendments will now continue in effect until May 31, 2017 and consequently sub-paragraph 7.1 shall get amended. At the end of this validity date, this Annex B shall continue in effect until terminated by either party providing sixty days prior notice in writing to the other party.

This amendment replaces addendum 2 dated March 22, 2011 and is inseparable from and forms part of Annexure B1.0 to the SGHA dated May 24, 2008 and the subsequent addendum 3 dated September 25, 2013.

Signed this Addendum No. 4 to SGHA Annex B1.0 on this \_\_\_\_\_ day of \_\_\_\_\_ 2014

for and on behalf of Handling Company:

Menzies Aviation Bobba (Bangalore) Pvt.  
Ltd.



Name: Mr Venkata Reddy  
Title CEO

for and on behalf of Carrier:

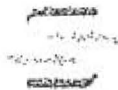
Spicejet Limited



Name: V. R. Prasad  
Title : Sr General Manager cargo



2



**SOVIKA  
GROUP**

267  
Handwritten notes and signatures



**IATA STANDARD GROUND HANDLING AGREEMENT  
SIMPLIFIED PROCEDURE**

**ANNEX B 1.0 – Location, Agreed Services and Charges**

to the Standard Ground Handling Agreement (SGHA) of January 2008

between: **Sovika Aviation Services Limited**

having its principal office at **A-607, Dynasty Business Park,  
Andheri- Kurla Road,  
J.B. Nagar, Andheri (E),  
Mumbai-400507**

hereinafter referred to as "the Carrier"

and: **Menzies Aviation Bobba (Bangalore) Pvt. Ltd.**

having its principal office at: **Plot No C-04L, Cargo Terminal 1  
Kempegowda International Airport  
Devanahalli  
Bangalore - 560300  
India**

hereinafter referred to as "the Handling Company"

This Annex **B 1.0**

for the location: **BLR**

Is valid from:

and replaces: **NIL**

**PREAMBLE:**

This Annex B is prepared in accordance with the simplified procedure whereby the Carrier and the Handling Company agree that the terms of the Main Agreement and Annex A of the SGHA of January 2008 as published by the International Air Transport Association shall apply as if such terms were repeated here in full. By signing this Annex B, the parties confirm that they are familiar with the aforementioned Main Agreement and Annex A.

Annex B1.0





**Paragraph 12 – Governing Law**

12.1 This Agreement shall be construed in accordance with and governed by the laws of Republic of India, and in the event of any dispute the Court of Law for the resolution shall be the Court in Bangalore.

Signed this SGHA Annex B 1.0 on this 1<sup>st</sup> day of Oct 2015

for and on behalf of Handling Company:

Menzies Aviation Bobba (Bangalore) Pvt. Ltd.

Name: Venkata Reddy  
Chief Executive Officer

Name: Kamesh Peri  
Director

for and on behalf of Carrier:

Sovika Aviation Services Limited

Name: Abhilesh R  
(Chief operating officer)

Name: SAHIL MEHTA  
(CEO)

**AHM 810 STANDARD GROUND HANDLING AGREEMENT  
SIMPLIFIED PROCEDURE**

**ANNEX B1.1 - LOCATION(S), AGREED SERVICES AND CHARGES  
to the Standard Ground Handling Agreement (SGHA) of January 2008**

Between:

**QATAR AIRWAYS Q.C.S.C**

having its principal office at:

Qatar Airways Towers  
Airport Road  
P.O Box 22550  
Doha Qatar  
hereinafter referred to as the "Carrier"

and:

**Menzies Aviation Bobba (Bangalore) Pvt. Ltd.**

having its principal office at:

Cargo Terminal 1, Bengaluru International Airport  
Devenahalli,  
Bangalore, 560 300  
India

hereinafter referred to as the "Handling Company"

This Annex B1.1:

for the location:

Devenahalli International Airport, Bangalore

Date of Commencement:

22<sup>nd</sup> February, 2010

And replaces:

Annex B1.0 dated 22<sup>nd</sup> May, 2008

**PREAMBLE:**

This Annex B is prepared in accordance with the simplified procedure whereby the Parties agree that the terms of the Main Agreement and Annex A of the SGHA of January 2008 as published by the International Air Transport Association shall apply to this Annex B as if such terms were repeated here in full. By signing this Annex B, the Parties confirm that they are familiar with the aforementioned Main Agreement and Annex A.



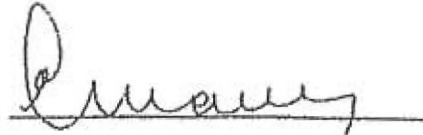
Signed at Bangalore  
For and on behalf of  
Menzies Aviation Bobba (Bangalore) Pvt. Ltd.

Signed at Doha, State of Qatar  
For and on behalf of  
Qatar Airways, q.c.s.c.



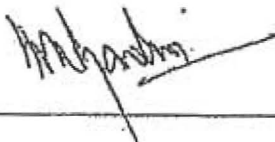
Name: Andy Brant

Title: Chief Executive Officer



Name: Akbar Al Baker

Title: Chief Executive Officer



Name: Kamesh Peri

Title: Director



REF: OTR-CNT-2010-670



*for Kaling*  
5/6/2010



Lufthansa Cargo

## IATA STANDARD GROUND HANDLING AGREEMENT

## SIMPLIFIED PROCEDURE

Annex B 3.0 - Location, Agreed Services and Charges  
to the Standard Ground Handling Agreement (SGHA) of January 2008

between: Lufthansa Cargo AG  
having its principal office at: Flughafen Bereich West,  
Tor 25, Gebäude 451  
60546 Frankfurt am Main  
Germany  
(hereinafter referred to as "the Carrier")

and: Menzies Aviation Bobba (Bangalore) Pvt. Ltd  
having its principal office at: Plot C-04L, Bangalore International Airport  
Devenahalli, Bangalore - 560 300  
India  
(hereinafter referred to as "the Handling Company")

This Annex B 3.0

for the location: BLR

is valid from: 01.03.2014

in connection with: Appendix 1 - Service Level Agreement  
Appendix 2 - EDI Electronic Data Interchange Message Procedure  
Appendix 3 - Document retention/storage requirement at  
Handling offices  
Appendix 4 - Cargo Document Handling Requirements

and replaces: Annex B 1.1 valid from 01 Oct, 2009 and  
Annex B 2.0 valid from 01 July, 2012

## PREAMBLE:

This Annex B 3.0 is prepared in accordance with the simplified procedure whereby the Carrier and the Handling Company agree that the terms of the Main Agreement and Annex A of the SGHA of January 2008 as published by the International Air Transport Association shall apply as if such terms were repeated here in full. By signing this Annex B, the parties confirm that they are familiar with the aforementioned Main Agreement and Annex A.



(iii) failure by the Handling Company to perform its obligations under the Main Agreement and/or this Annex B, other than as specified in article 11.8 of the Main Agreement or as set out in this clause, or

b) by the Handling Company in the event of:

(i) material change to schedule and/or frequency and/or aircraft type

(ii) failure by the Carrier to perform its obligations under the Main Agreement and/or this Annex B, other than as specified in article 11.8 of the Main Agreement or as set out in this clause.

#### Paragraph 11 - Settlement

- 11.1 Notwithstanding Sub-Article 7.2 of the Main Agreement, settlement of accounts shall be based on a monthly invoice and then being effected within 45 days from date of the invoice in (INR) through the Carrier's office. However, before the invoices are sent out for settlement, they have to be checked and approved by the Carrier's representative.
- 11.2 Claims and disputes will be made in writing within Fourteen (14) days of the date of Invoice.
- 11.3 There is no entitlement to withhold payment on any invoice pending settlement of a dispute. The Carrier may however, withhold payment of any individual element contained within an invoice that has been notified as in dispute in accordance with 11.2 above.
- 11.4 All Invoice by the Handling Company will be sent by via e-mail followed by the original hard copy. The Carrier requires accurate supporting documentation to substantiate all charges. Any documentation not supplied in accordance with this Agreement, including unsupported or unauthorized ad-hoc items not clearly identified as being requested by the Carrier or authorized by a representative of the Carrier will not be considered for payment. For the avoidance of doubt, any ad-hoc services requested by the Carrier will at all times be in written form (via email or facsimile) to enable the Handling Company to effectively carry out such services.

#### Paragraph 12 - Miscellaneous

- 12.1 In line with Article 9 of the Main Agreement, the governing law shall be the laws of Republic of India and the court for the resolution of dispute shall be the court of Bangalore.
- 12.2 Should any provision of this Annex B be or become invalid, ineffective or unenforceable as a whole or in part, the validity, effectiveness and enforceability of the remaining provisions shall not be affected thereby. Any such invalid, ineffective or unenforceable provision shall, to the extent permitted by law, be replaced by such valid, effective and enforceable provision that comes closest to the economic intent and purpose of such invalid, ineffective or unenforceable provision. The aforesaid shall apply mutatis mutandis to any gap in this Annex B.

Date <u>02/04/14</u> signed in Frankfurt, Germany for and on behalf of		Date <u>17/03/2014</u> Signed in <u>Bangalore</u> for and on behalf of	
Lufthansa Cargo Aktiengesellschaft		Menzies Aviation Bobba (Bangalore) Pvt. Ltd	
			
Dr. Andreas Otto Member of the Executive Board Product & Sales	Thomas Sonntag Vice President Corporate Procurement & Infrastructure	Venkata Reddy Chief Executive Officer	RAMESH PERI DIRECTOR



60/4HA/2015/032

## ADDENDUM 1.0

To

TRIPARTITE AGREEMENT

Between

**Menzies Aviation Bobba (Bangalore) Pvt. Ltd.**, a company incorporated under the Companies Act, 1956, and having its registered office at Cargo Terminal 1, Kempegowda International Airport, Devanahalli, Bangalore – 560 300, hereinafter called the 'Handling Company' (which term shall include its successors in title and permitted assigns) of the one part

AND

**Go Airlines (India) Pvt. Ltd.**, a Company incorporated under the companies Act, 1956 and having its principal office at C/o. Britannia Industries Limited, A-33, Lawrence Road Industrial Area, New Delhi – 110 035 and corporate office at C-1Wadia International Centre, Pandurang Budhkar Marg, Worli, Mumbai- 400 025 (hereinafter referred to as "the Carrier" which expression shall whenever the context so requires mean and include its successors and assigns);

AND

**M/s. Sovika Aviation Services Pvt. Ltd.**, a Company incorporated under the Companies Act, 1956, having its registered office at A-607, Dynasty Business Park, Andheri-Kurla Road, J.B. Nagar, Andheri (E), Mumbai 400507 hereinafter referred to as the "Agent" (which term shall unless excluded by or is repugnant to the context, be deemed to include its successors in title and permitted assigns) of the other part.

**This Addendum for** : Tripartite Agreement entered on 10th April, 2015  
**Location** : Bangalore, India  
**Valid Period** : 15th October, 2019

1.1. The Handling Company has subsequently agreed to exclude Clause 2 (h) of the Tripartite Agreement entered into on 10th April, 2015, at the request of other Parties, and the said Tripartite Agreement is hereby amended to exclude Clause 2 (h) of the said Agreement which is reproduced below;

**"2. SETTLEMENT OF INVOICE**

h). The Agent will provide the Handling Company with a Bank Guarantee initially valid for a period of one year in the format given by the Handling Company for an amount of INR 10 Lakhs (based on the average monthly revenue) two weeks before start of the operations. The Bank Guarantee will be made in favor of the Handling Company and will be only used in the case of non-fulfillment of payment terms. Further, if the Bank Guarantee is invoked for the said reason, the Agent shall submit a fresh Bank Guarantee within 7 days of such invoking. In




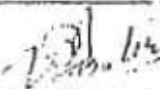



the event of any part utilization of Bank Guarantee, the amounts shall be replenished within 7 days of such utilisation. The value of Bank Guarantee shall be revised by the Handling Company from time to time based on the volume of cargo handled and the Agent shall within 7 days time submit an additional Bank Guarantee for the revised increased amount."

The above Clause 2 (h) is hereby excluded with retrospective effect from the effective date of the original Tripartite Agreement.

1.2. All other terms and conditions shall remain as agreed upon in the said Tripartite Agreement.

Signed this Addendum No. 1 to Tripartite Agreement on this 13th day of March, 2015.

 for and on behalf of Menzies Aviation Bobba (Bangalore) Pvt. Ltd. Name: K. Venkata Reddy Designation: CEO Date: 13/3/2015	 for and on behalf of Go Airlines (India) Pvt. Ltd. Name: Designation: Date: 13/3/2015	 for and on behalf of Sovika Aviation Services Pvt. Ltd. Name: Designation: Date: 13/3/2015
---	---	--





## STANDARD GROUND HANDLING AGREEMENT -SIMPLIFIED PROCEDURE

ANNEX B 1.0. ET .GH-b-1-1 LOCATION(S), AGREED SERVICES AND CHARGES  
To the Standard Ground Handling Agreement (SGHA) of January 2008

Between: Ethiopian Airlines Ent  
Having its principal office at: Bole International Airport  
P.O. BOX 1755  
Addis Ababa  
ETHIOPIA

and hereinafter referred to as the Carrier"

and Menzies Aviation Bobba (B'lore) Pvt. Ltd  
having its principal office at: Plot No C-04L  
Kempagowda International Airport  
Devanahalli  
Bengaluru 560300  
India

hereinafter referred to as " the Handling Company "

effective from  
this Annex B for the locations.

is valid from. 01st May, 2015  
and replaces: None

PREAMBLE: This Annex B is prepared in accordance with the simplified procedure whereby the Carrier and the Handling Company agree the terms of the Main Agreement and Annex A of the SGHA of January 2008 as published by the International Air Transport Association shall apply as if such terms were repeated here in full. By signing this Annex B, the parties confirm that they are familiar with the aforementioned Main Agreement and Annex A.



#### Paragraph 10 - Duration, Termination and Modification

- 10.1 In accordance with Article 11.4 and 11.5 of the Main Agreement, this Annex B shall be valid for a period of five (5) years from the date of commencement effective 01 May, 2015 through 31 March, 2020. It can be terminated at any time without cause by one of the parties in whole or in part, with Sixty (60) days prior notice.
- 10.2 In case of non-fulfilment of any quality standards, the Handling Company is obliged to take actions aimed at improving the level of quality. It is the Carrier's duty to notify the Handling Company of any standards not being fulfilled. This notification must be made in writing, providing the Handling Company with all information required for the improvement. If in the opinion of the Carrier, the Handling Company fails to provide a consistently satisfactory level of service, the Carrier reserves the right to provide the Handling Company written notice that correction is required within thirty (30) days. Should the Handling Company fail to correct the situation within thirty (30) days, then the Carrier may terminate this Agreement an additional thirty (30) days notice.

#### Paragraph 11 - Governing Law

- 11.1 In accordance with Article 9 of the Main Agreement, this Annex B shall be governed by and interpreted in accordance with the laws of India.
- 11.2 In accordance with Article 9 of the Main Agreement, courts for the resolution of disputes shall be the courts of Bangalore, Karnataka.

#### Paragraph 12 - Right To Audit

- 12.1 The Handling Company shall allow the Carrier access at all reasonable times to audit copy and reproduce the books, records and correspondence, instructions, receipts and memoranda of every description relating to this Agreement. Such information shall be kept confidential by the Carrier.
- 12.2 The Handling Company will provide the Carrier with an agreed action plan to correct any deficiency notified by the Carrier.

#### Paragraph 13 - Confidentiality

- 13.1 The Carrier and the Handling Company agree not to reproduce this Annex B or to distribute it to others, in whole or in part, at any time, and permanently to keep confidential all information contained within the Annex B and all information made available by the Handling Company and the Carrier to each other during its negotiation or in the provision of the services.

Signed the 01 day of June, 2015  
At

For & on behalf of  
Menzies Aviation Bobba (Bangalore) Pvt. Ltd.

Name: Mr Venkata Reddy  
Title: CEO

Name: Mr Kamesh Peri  
Title: Director

Signed the 12 day of July, 2015  
At Addis Ababa, Ethiopia

on behalf of  
Ethiopian Airlines  
By Gebregziabher Yemmu  
Director Product Development, Standards and  
Contracts

Name:  
Title:





## ADDENDUM 2.0

To

ANNEX B1.0 – Locations, agreed services and Charges to the  
Standard Ground Handling Agreement –simplified procedure  
Effective June 01, 2014 – May 31, 2019. (Revision of Handling Charges)

between: Blue Dart Aviation Limited

having its principal office at 88-89, Old International terminal Building,  
Meenambakkam Airport,  
Chennai – 600027  
India

hereinafter referred to as "the Carrier"

and: Menzie's Aviation Bobba (Bangalore) Pvt. Ltd.

having its principal office at: Plot No C-04L  
Bengaluru International Airport  
Devanahalli  
Bengaluru 560300  
India

hereinafter referred to as "the Handling Company"

## RECITALS

- A. WHEREAS the parties have entered into an Annex B1.0 agreement dated July 1, 2008 valid up to June 30, 2011 together with its subsequent amendment Addendum 1.0 dated July 1, 2011 to 31 May 2014 relating to the provision of handling services by the Handling Company at its cargo terminal at Bangalore International Airport.
- B. WHEREAS the parties have subsequently agreed for renewal of the above agreement with effect from July 1, 2014 to June 30, 2019 with the same terms and conditions of the agreement dated July 1, 2008 excepting the Handling Charges as below
- C. WHEREAS the parties have further agreed for renewal of Handling Charges with effect from June 1, 2014 to May 31, 2019
- D. WHEREAS the parties presently after mutual discussions decided to amend certain clauses of the main agreement Annex B1.0 dated July 1, 2008 to incorporate the mutually agreed terms.

NOW THEREFORE the parties have agreed as follows:

All defined terms and conditions in this Addendum shall have the same meaning as set out in the Annex B1.0 (together with its amendments/extensions) unless otherwise indicated herein.

Except as set out herein all other terms and conditions of the Annex B1.0 (together with its amendments/extensions) shall remain unchanged.





## 2.0 Duration, Termination & Modification (Ref. paragraph 10 of Annex B1.0)

This Annex B 1.0 with its current amendments will now continue in effect until June 30, 2019 and consequently sub-paragraph 7.1 shall get amended. At the end of this validity date, this Annex B shall continue in effect until terminated by either party providing sixty days prior notice in writing to the other party.

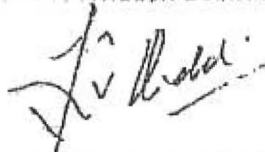
Signed this Addendum No. 2 to SGHA Annex B1.0 on this 11 day of June 2014

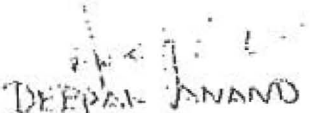
for and on behalf of Handling Company

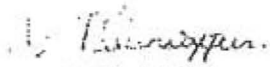
for and on behalf of Carrier

Menzies Aviation Bobba (Bangalore) Pvt. Ltd;

Blue Dart Aviation Limited

  
Name: Mr. Venkata Reddy  
Title : Chief Executive Officer

  
Name: DEEPAN ANAND  
Title : CHIEF GROUND OPERATION  
MANAGER

  
K. ANAND  
CHIEF GROUND OPERATION  
MANAGER







Menzies Aviation Bobba (Bangalore) Pvt. Ltd.

ADDENDUM 2.0

to

ANNEX B1.0 – Locations, agreed services and Charges to the  
Standard Ground Handling Agreement –simplified procedure  
Effective June 01, 2014 – May 31, 2019. (Revision of Handling Charges)

between, **British Airways**  
having its principal office at **Waterside (HEB3) Americas House,  
PO Box 365 Harmondsworth UB7 OGB**

hereinafter referred to as "the Carrier"

and, **Menzies Aviation Bobba (Bangalore) Pvt. Ltd.**  
having its principal office at **Plot No C-04L  
Bengaluru International Airport  
Devanahalli  
Bengaluru 560300  
India**

hereinafter referred to as "the Handling Company"

RECITALS

- A. WHEREAS the parties have entered into an Annex B1.0 agreement dated 28March, 2008 valid up to 27March, 2011 together with its subsequent amendment Addendum 1.0 dated 01June, 2011 to 31May, 2014 relating to the provision of handling services by the Handling Company at its cargo terminal at Bangalore International Airport.
- B. WHEREAS the parties have subsequently agreed for revision of Handling Charges with effect from 01June, 2014 to 31May, 2019.
- C. WHEREAS the parties by mutual discussions decided to amend certain clauses of Annex B1.0 dated 28March, 2008 to incorporate the mutually agreed terms.

NOW THEREFORE the parties have agreed as follows:

All defined terms and conditions in this Addendum shall have the same meaning as set out in the Annex B1.0 dated 28March,2008 together with its Addendum 1.0 dated 01June 2011 unless otherwise indicated herein.

Except as set out herein all other terms and conditions of the Annex B1.0 dated 28March, 2008 together with its Addendum 1.0 dated 01June, 2011 shall remain unchanged.



### 5.3 GENERAL

#### 5.3.1 ULD Build

Zero non-conformances due build quality	100%
Fit to fly check-list completed	100%
Staff trained on BA approved ULD build course	100%
ULD release back to BA within 48hrs of ATA	100%

#### MEASURED BY NC REPORTS AND TRAINING RECORDS HELD LOCALLY

#### 5.3.2 Security Incidents & Losses

Compliance with Security SOPs, (Section A)	
Category A incidents (as defined in Appendix A, SOP A03) must be notified to BAWC immediately	100%
Category B incidents (as defined in Appendix A, SOP A03) should be notified to BAWC as soon as possible or at least the same working day	100%
CSD completed as per BAWC standards	100%

#### MEASURED THROUGH CAMS/E-BASIS AND NC REPORTS

#### 5.3.3 Health & Safety

Compliance with Safety SOPs (section B)	100%
Completion and accurate recording of mandatory training	100%
Minimum percentage of staff with mandatory training valid for next 12 months minimum	75%

#### MEASURED THROUGH CAMS/E-BASIS AND NC REPORTS

### 5. LOCAL CONSIDERATIONS - NIL

signed

at

for and on behalf of Handling Company:

Menzies Aviation Bobba (Bangalore) Pvt. Ltd

Name: Venkata Reddy  
 Title: CEO

signed

at

for and on behalf of Carrier:

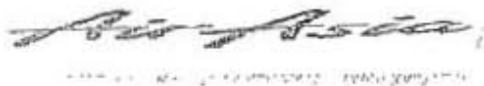
British Airways Plc

Name: Ryan Maskey  
 Title: GROUP PROCUREMENT MANAGER

Signature  
 IAC HEAD OF AIRPORT & OPERATIONS  
 PROCUREMENT



*[Handwritten signature]*



Menzies Aviation Bobba (Bangalore) Pvt. Ltd.

## ADDENDUM 2.0

To

ANNEX B1.0 – Locations, agreed services and Charges to the  
Standard Ground Handling Agreement –simplified procedure  
Effective June 01, 2014 – May 31, 2017. (Revision of Handling Charges)

between,

**AIRASIA BERHAD**

having its principal office at

LCC Terminal, Jalan KLIA S3  
Southern Support Zone, KLIA  
64000 Sepang  
Selangor Darul Ehsan, Malaysia

hereinafter referred to as "the Carrier"

and,

**Menzies Aviation Bobba (Bangalore) Pvt. Ltd.**

having its principal office at,

Plot No C-04L  
Bangalore International Airport  
Devanahalli  
Bangalore 560300  
India

hereinafter referred to as "the Handling Company"

## RECITALS

- A WHEREAS the parties have entered into an Annex B1.0 agreement dated 20<sup>th</sup> May 2010 valid up to 19<sup>th</sup> May 2013 together with its subsequent amendment Addendum 1.0 dated June 1, 2011 to May 31, 2014 relating to the provision of handling services by the Handling Company at its cargo terminal at Bangalore International Airport
- B. WHEREAS the parties have subsequently agreed for revision of Handling Charges with effect from June 1, 2014 to May 31, 2016, (Ref. Sub-paragraph 4 of this Addendum)
- C WHEREAS the parties by mutual discussions decided to amend certain clauses of the main agreement Annex B1.0 dated 20<sup>th</sup> May, 2010 to incorporate the mutually agreed terms.

NOW THEREFORE the parties have agreed as follows:

All defined terms and conditions in this Addendum shall have the same meaning as set out in the Annex B1.0 (together with its amendments/extensions) unless otherwise indicated herein.

Except as set out herein all other terms and conditions of the Annex B1.0 (together with its amendments/extensions) shall remain unchanged.






Menzies Aviation Bobba (B'lore) Pvt. Ltd

**2.0 Duration, Termination & Modification (Ref. paragraph 7 of Annex B1.0)**

This Annex B 1.0 with its current amendments will now continue in effect until May 31, 2016 and thereafter this agreement can be extended up to 31<sup>st</sup> May, 2017 on the same terms and conditions and the rates will be mutually discussed and agreed upon, consequently sub-paragraph 7.1 shall be amended. At the end of this validity date, this Annex B shall continue in effect until terminated by either party providing ninety days prior notice in writing to the other party.

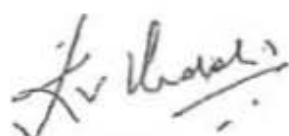
Signed this Addendum No. 2 to SGHA Annex B1.0 on this \_\_\_\_\_ day of \_\_\_\_\_ 2014

for and on behalf of Handling Company:

for and on behalf of Carrier:

Menzies Aviation Bobba (Bangalore) Pvt. Ltd.

AIRASIA BERHAD

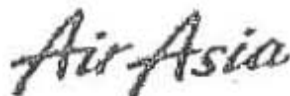
  
 Name: K. Venkata Reddy  
 Title: Chief Executive Officer



  
 Name: Captain Chin Nyok San  
 Title: Cargo Department  
 AirAsia Berhad (254665-W)  
 LCC Terminal, Jalan KLIA S3  
 Southern Support Zone KLIA  
 64000 Sepang,  
 Selangor Darul Ehsan, Malaysia








**IATA STANDARD GROUND HANDLING AGREEMENT  
SIMPLIFIED PROCEDURE**

**ANNEX B 1.0 – Location, Agreed Services and Charges**

to the Standard Ground Handling Agreement (SGHA) of January 2008

between: **Air Asia (India) Limited**

having its principal office at **Elphinstone Building,  
10, Veer Nariman Road,  
Mumbai – 400 001  
India**

hereinafter referred to as "the Carrier"

and: **Menzies Aviation Bobba (Bangalore) Pvt. Ltd.**

having its principal office at **Plot No C-04L, Cargo Terminal 1  
Kempegowda International Airport  
Devanahalli, Bangalore – 560300  
India**

hereinafter referred to as "the Handling Company"

This Annex **B 1.0**  
for the location: **BLR**  
is valid from: **01<sup>st</sup> August, 2015**

and replaces: **NIL**

**PREAMBLE:**

This Annex B is prepared in accordance with the simplified procedure whereby the Carrier and the Handling Company agree that the terms of the Main Agreement and Annex A of the SGHA of January 2008 as published by the International Air Transport Association shall apply as if such terms were repeated here in full. By signing this Annex B, the parties confirm that they are familiar with the aforementioned Main Agreement and Annex A.



Air Asia



Menzies Aviation Bobba (B'lore) Pvt. Ltd

### Paragraph 12 – Governing Law

12.1 This Agreement shall be construed in accordance with and governed by the laws of Republic of India, and in the event of any dispute the Court of Law for the resolution shall be the Court in Bangalore.

Signed this SGHA Annex B 1.0 on this \_\_\_\_\_ day of \_\_\_\_\_ 2015

for and on behalf of Handling Company:

Menzies Aviation Bobba (Bangalore) Pvt. Ltd.

Name: Venkata Reddy  
Chief Executive Officer

Name: Kamesh Peri  
Director

for and on behalf of Carrier:

Air Asia (India) Limited

Name: Mithu Chandilya  
CEO

Name: Graamav Mathur  
Commercial Director





Menzies Aviation Bobba (Bangalore) Pvt. Ltd.

## ADDENDUM 3.0

To

ANNEX B1.0 – Locations, agreed services and Chargesto the Standard Ground Handling Agreement –simplified procedure

between: DHL Express (India) Pvt. Ltd.

having its principal office at Plot No. 137  
Bangalore International Airport  
Devanahalli, Bangalore 560300  
INDIA

hereinafter referred to as "the Carrier"

and: Menzies Aviation Bobba (Bangalore) Pvt. Ltd.

having its principal office at: Plot No C-04L  
Bangalore International Airport  
Devanahalli  
Bangalore 560300  
India

hereinafter referred to as "the Handling Company"

valid from: 01October, 2014

## RECITALS

- A. WHEREAS the parties have entered into Agreement Annex B1.0 dated 01October, 2011 and Addendum 1.0 dated 01October, 2012 and Addendum 2.0 dated 01October, 2013 relating to the provision of handling services by the Handling Company at its cargo terminal at Bangalore International Airport.
- B. WHEREAS the parties have subsequently agreed to renew Agreement for the period from 01October, 2014 to 30September, 2016 under this Addendum 3.0.

NOW THEREFORE the parties have agreed as follows:

All defined terms and conditions in this Addendum 3.0 shall have the same meaning as set out in the Annex B1.0 dated 01October, 2011, Addendum 1.0 dated 01October, 2012 and Addendum 2.0 dated 01October, 2013 unless otherwise indicated herein.

Except as set out herein above all other terms and conditions of the Agreement Annex B1.0 dated 01October, 2011, Addendum 1.0 dated 01October, 2012 and Addendum 2.0 dated 01October, 2013 shall remain unchanged





Menzies Aviation Bobba (Bangalore) Pvt. Ltd.

(ii) Duration, Termination & Modification (Ref. Paragraph 8 of Annex B1.0)

This Annex B1.0 with its Addendum 1.0 & Addendum 2.0 will now continue in effect until 30 September, 2018 and shall remain in force even after its expiry at the end of this validity date until renewed.

Signed this Addendum No. 3 to SGHA Annex B1.0 on this 01 day of 25 2014

for and on behalf of Handling Company:

Menzies Aviation Bobba (Bangalore) Pvt. Ltd:

Name: Venkata Reddy  
Chief Executive Officer

for and on behalf of Carrier:

DHL Express (India) Pvt. Ltd.

Name: Ingrid Raj  
Vice President, Air Capacity Sales

Name: Kamesh Peri  
Director

Name: Joseph Noby  
Gateway Manager





## 2.0 Duration, Termination & Modification (Ref. paragraph 7.1 of Annex B1.0)

This Annex B 1.0 with its current amendments will now continue for International cargo in effect until 31 March, 2017 and consequently sub-paragraph 7.1 shall get amended. At the end of this validity date, this Annex B shall continue in effect until terminated by either party providing sixty days prior notice in writing to the other party.

This amendment is inseparable from and forms part of Annexure B1.0 and the subsequent addendum 1 dated 25 Jan, 2010 and addendum 2 dated July 21, 2011

Signed this Addendum No. 3 to SGHA Annex B1.0 on this 01 day of Oct 2013

for and on behalf of Handling Company:

Menzies Aviation Bobba (Bangalore) Pvt.  
Ltd.

Name: Mr. Venkata Reddy  
Title : CEO

for and on behalf of Carrier:

Interglobe Aviation Limited

Name: Mr. Mahesh Malik  
Title : VP - Cargo Sales & Services

Mahesh K Malik  
Vice President - Cargo  
Sales & Services  
InterGlobe Aviation Ltd.



## AMENDMENT TO AHM 810 STANDARD GROUND HANDLING AGREEMENT

## ADDENDUM 4.0

To

ANNEX B1.0 – Locations, agreed services and Charges to the  
Standard Ground Handling Agreement –simplified procedure  
Effective June 01, 2014 – May 31, 2017 (Revision of Domestic Handling Charges)

between: **M/s Interglobe Aviation Limited**  
having its principal office at **Cargo Division,  
New Delhi-1100037**

hereinafter referred to as "the Carrier"

and: **Menzies Aviation Bobba (Bangalore) Pvt. Ltd.**  
having its principal office at: **Plot No C-04L  
Bangalore International Airport  
Devanahalli  
Bangalore 560300  
India**

hereinafter referred to as "the Handling Company"

## RECITALS

- A. WHEREAS the parties have entered into an Annex B1.0 agreement (together with its subsequent amendments) dated 24 May 2008 as relating to the provision of handling services by the Handling Company at its cargo terminal at Bangalore International Airport. The same shall stand extended for a further period of 3 years from 24 May 2014 to 23 May, 2017 with the same terms and conditions excepting the revisions to certain terms as given below.
- B. WHEREAS the parties have subsequently agreed for revision of Domestic Handling Charges with effect from June 1, 2014 to May 31, 2017. This Addendum 4.0 will be replaced by the Addendum 2.0.
- C. WHEREAS the parties by mutual discussions decided to amend certain clauses of the main agreement Annex B1.0 dated May 24, 2008 to incorporate the following terms.

NOW THEREFORE the parties have agreed as follows:

All defined terms and conditions in this Addendum shall have the same meaning as set out in the Annex B1.0 (together with its amendments/extensions) unless otherwise indicated herein.

Except as set out herein all other terms and conditions of the Annex B1.0 (together with its amendments/extensions) shall remain unchanged.

*[Signature]*

Addendum 4 to Annex B1.0



*[Signature]*  
**Maresh K Malik**  
Vice President - Cargo  
Sales & Services  
InterGlobe Aviation  
Page 2 of 4

**Paragraph 1.1.4 : Discount for Company Cargo:**

The Handling Company agreed to provide the Carrier, free of charge on Terminal, Storage & Processing Charge (TSP) for the Company Cargo up to 20,000kgs per month (Outbound & Inbound together). Above 20,000kgs TSP will apply as per the applicable charges.

**2.0 Duration, Termination & Modification (Ref. paragraph 7.1 of Annex B1.0)**

This Annex B 1.0 with its current amendments will now continue in effect until May 31, 2017 and consequently sub-paragraph 7.1 shall get amended. At the end of this validity date, this Annex B shall continue in effect until terminated by either party providing sixty days prior notice in writing to the other party.

This amendment replaces addendum 2 dated July 21, 2011 and is inseparable from and forms part of Annexure B1.0 and the subsequent addendum 1 dated Jan 25, 2010 and addendum 3 dated September 16, 2013.

Signed this Addendum No. 4 to SGHA Annex B1.0 on this 21 day of July 2014

for and on behalf of Handling Company:

**Menzies Aviation Bobba (Bangalore) Pvt. Ltd.**

Name: Mr Venkata Reddy  
Title : CEO

for and on behalf of Carrier:

**Interglobe Aviation Limited**

Name: Mr. Mahesh Malik  
Title : VP – Cargo Sales & Services

Mahesh K Malik  
Vice President - Cargo  
Sales & Services  
Interglobe Aviation Ltd.



## Annual compliance summary based on submission by M/s Menzies Aviation Bobba (Bangalore) Pvt. Ltd. for Cargo Services at Bangalore Airport (Rs. In Crores)

Particulars		2011-2012		2012-2013		2013-2014		2014-2015		2015-2016		Total for control period	
		MYTO	Actuals	MYTO	Actuals	MYTO	Actuals	MYTO	Actuals	MYTO	Actuals	MYTO	Actuals
Revenue from Regulated service	1	66.64	75.58	71.74	79.88	76.47	87.79	76.01	104.40	72.41	109.04	363.27	456.69
Revenue from other than regulated service	2			3.58	3.49	3.72	2.80	3.88		4.03		15.21	6.29
Others	3									0			
Total Revenue	4=(1+2+3)	66.64	75.58	75.32	83.37	80.19	90.59	79.89	104.4	76.44	109.04	378.48	462.98
Operational Expenditure	5	35.49	32.92	38.63	36.19	42.91	38.86	43.65	47.63	44.76	62.79	205.44	218.39
Depreciation	6	6.53	6.50	6.83	6.62	7.93	6.74	8.23	7.15	8.42	7.26	37.94	34.27
Taxation	7	9.68	12.29	8.95	11.41	8.79	13.19	7.93	10.4	5.31	8.35		
Total Expenditure	8=5+6+7	51.7	51.71	54.41	54.22	59.63	58.79	59.81	65.18	58.49	78.4	243.38	252.66
Regulatory Operating Profit	9=4-8-2-3	14.94	23.87	13.75	22.17	13.12	26.20	12.32	39.22	9.89	30.64	119.89	204.03
Regulatory Assets Base													
Opening RAB-13	10	66.88	67.01	54.82	54.55	49.99	48.72	49.46	45.16	43.23	49.58		
Additional Capital Expenditure	11	1.00	0.54	2.00	0.81	7.40	3.18	2.00	5.12	1.15			
Disposal during the period	12	6.53	6.50	0.00	0.02	0.00	0.00	0.00	0.00	0.00			
Depreciation	6	6.53	6.50	6.83	6.62	7.93	6.74	8.23	7.15	8.42			
Closing RAB -17	13=10+11-12-6	54.82	54.55	49.99	48.72	49.46	45.16	43.23	43.13	35.96	46.54		
Average RAB	14=AV(10,13)	60.85	60.78	52.41	51.64	49.73	46.94	46.35	44.15	39.60	48.06	0	0
Return on Average RAB (%)	15=9/14X100	24.55	39.27	26.24	42.94	26.39	55.82	26.58	88.84	24.98	63.75		
Volume (IN KGS)	16	112262000	104438133	127307000	99796000	144394000	130668534	145296000	125060234	129416000	128598466		
Yield per unit	17=1/16	5.94	7.24	5.64	8.00	5.30	6.72	5.23	8.35	5.60	8.48	#DIV/0!	#DIV/0!



Agenda: Trade Meeting

Venue : Sindhu Cargo Services Pvt Ltd (Office)

Date: 19Feb2016

Participation:

ACAAI	Menzies Aviation Bobba (Bangalore) Pvt Ltd	Sindhu Cargo
Mr G. Balaraju – Chairman	Mr Venkata Reddy – CEO	Mr Ashok K.J – Sr. Manager
Mr S.Magesh – Treasurer	Mr K. S. Sagar - Manager - QC & BD	
Mr V Chandra Kumar - Secretary	Mr Mahadeva B.S - Manager – Operations	

Mr Balaraju – New Chairman of ACAAI welcomed the participants.

#### e-Channels progress:

- Menzies Bobba – Updated the trade about the current usage and progress of E-Carting and the further development of E- Delivery Order.
- CEO of Menzies Bobba requested ACAAI team to kindly brief all the members of the ACAAI to actively use the Menzies E-reception portal which will work towards the paperless environment and highlighted the key functionalities of the portal. The Forwarders, Consolidators and Airlines can issue E-Delivery Orders by using the online tool.

#### Morning Clearance (Optimising 24/7 clearance):

- CEO of Menzies Bobba requested ACAAI team for optimising morning clearance of the shipments in order to decongest the operations.
- ACAAI team requested if any incentives can be offered as an attraction for the shipment clearances before 1300LT.
- CEO of Menzies Bobba informed ACAAI team about the status quo of TSP charges for next two years and the increase will be only in 2018.
- ACAAI team asked for 1% rebate, as an incentive for shipments which will be cleared before 1300LT
- Towards the incentives, CEO of Menzies Bobba then proposed the reduction of 5% on TSP charges for the shipments which will be physically cleared (out of charge and gate pass) from the warehouse between 0600LT - 1300LT and 5% increase for the shipments cleared after 1300LT.  
This can be further discussed and once agreed upon can be implemented.
- CEO of Menzies Bobba has announced truck parking charges will be waived from 0600LT-1300LT in order to encourage the clearance of the import shipments at this period and ACAAI team has applauded for this initiative.

#### Separate Space for verification of marks & numbers for ACP shipments

- ACAAI team suggested for separate space for verification of marks and numbers for ACP shipments.
- CEO of Menzies Bobba proactively informed separate racks for ACP shipment can be allocated and Customs personnel can verify the marks and numbers at this designated areas subject to ADC approval.
- ACP customers list to be shared by ACAAI to Menzies Bobba team.

#### Monthly Trade meeting

- ACAAI intend to conduct the monthly meeting with all the trade partners – Both the Custodians, Airlines, BAR , ACAAI, BCHAAL and Customs.
- CEO of Menzies Bobba has welcomed the move.

The meeting closed with vote of Thanks.

## Minutes of the Meeting

Agenda: Trade Meeting

Date: 23Feb2016

Venue : Menzies Aviation Bobba (Bangalore) Pvt Ltd(Office)

Participation:

BCHAAL	Menzies Aviation Bobba (Bangalore) Pvt Ltd
Mr Adisesh K – President	Mr Venkata Reddy – CEO
Mr Puttaraju - Treasurer	Mr Gopa Kumar - Head Security
	Mr K. S. Sagar - Manager - QC & BD
	Mr Mahadeva B.S - Manager - Operations

Mr Venkat Reddy – Welcomed all the participants.

### Morning Clearance (Optimising 24/7 clearance):

- CEO of Menzies Bobba requested BCHAAL team for optimising morning clearance of the shipments in order to decongest the operations.
- CEO of Menzies Bobba informed BCHAAL team about the status quo of TSP charges for next two years and will be done only in 2018.
- CEO of Menzies Bobba has announced truck parking charges will be waived from 0600LT-1300LT in order to encourage the clearance of the import shipments at this period.
- CEO of Menzies Bobba informed BCHAAL team about the proposal of early pickup of Customs officials to enhance morning clearance.

### Separate Space for verification of marks & numbers for ACP shipments

- CEO of Menzies Bobba proactively informed separate racks for ACP shipment can be allocated and Customs personnel can verify the marks and numbers at this designated areas subject to ADC approval.
- ACP customers list to be shared by ACAA to Menzies Bobba team.

### Monthly Trade meeting

- CEO of Menzies Bobba informed BCHAAL team about the monthly meeting with all the trade partners – Both the Custodians, Airlines, BAR , ACAA, BCHAAL and Customs.
- BCHAAL President proposed first week of every month.

### e-Channels progress:

- Menzies Bobba – Updated the trade about the current usage and progress of E-Carting and the further development of E- Delivery Order.
- Menzies Bobba team requested BCHAAL team to kindly brief all the members of the BCHAAL to actively use the Menzies E-reception portal which will work towards the paperless environment and highlighted the key functionalities of the portal. The Forwarders, Consolidators and Airlines can issue E-Delivery Orders by using the online tool.

Head Security of Menzies Bobba updated about the new initiatives at Menzies Bobba Cargo Terminal x-ray screening of all customer baggage and biometric (thumb impression) access to all the personnel entering Menzies Bobba Cargo Terminal.

BCHAAL Team raised a concern about the re-credit of TDS amount which is taking more time and CEO of Menzies Bobba assured the team that same will be verified and updated.

The meeting closed with vote of Thanks.



AIR CARGO AGENTS ASSN OF INDIA

	Location: Sindhya Cargo Services Private Limited, Block 3, Sindhya Logistics Park, Near MVIT College, Bettahalasuru, Bengaluru - 562157			
	Date:-	19-Feb-16		
	Subject:-	Trade Meeting		
Sr. No	Name	Designation	Company	Signature
1	Mr Balaraju	Chairman	ACAAI	
2	Mr S Magesh	Treasurer	ACAAI	
3	Mr V Chandra Kumar	Secretary	ACAAI	
4	Mr Venkata Reddy	CEO	Menzies Bobba	
5	Mr K. S. Sagar	Manager - BD & QC	Menzies Bobba	
6	Mr Mahadeva B.S	Manager - Operations	Menzies Bobba	
7	Ashok K.J	Sr. Manager	Sindhya	
8				
9				
10				
11				
12				







	Location: Menzies Aviation Bobba Cargo Terminal, Bangalore			
	Date:-	23-Feb-16		
	Subject:-	Trade Meeting		
Sr. No	Name	Designation	Company	Signature
1	Mr Adisesh K	President	BCHAAL	
2	Mr Keshav Murthy	Vice President	BCHAAL	
3	Mr Puttaraju	Treasurer	BCHAAL	
4	Mr Venkata Reddy	CEO	Menzies Bobba	
5	Mr Gopa Kumar	Head Security	Menzies Bobba	
6	Mr Rajiv B.N	Head - HR	Menzies Bobba	
7	Mr K. S. Sagar	Manager - BD & QC	Menzies Bobba	
8	Mr Mahadeva B.S	Manager - Operations	Menzies Bobba	
9				
10				
11				
12				



**Menzies Aviation Bobba (B'lore) Pvt. Ltd.**

**Annual Tariff Proposal**

**International Cargo**

Type of Cargo		Rate in Rupees per kilogram		% change
		2013-14 (Same tariff continue in FY-2014-15 and 2016-17)	2016-17	
<b>Export Cargo</b>				
<b>1</b>	<b>Terminal, Storage and Processing Charges</b>			
a	General	1.1	1.16	5%
b	Special Cargo	1.65	1.74	5%
c	PER/DGR/VAL cargo	2.87	3.01	5%
<b>2</b>	<b>Custom Cargo Services Provider (CCSP)</b>	<b>0.65</b>	<b>0.68</b>	<b>5%</b>
<b>3</b>	<b>Demurrage Charges- Export Cargo</b>			
a	General	0.88	0.93	6%
b	Special Cargo	1.65	1.74	5%
c	PER/DGR/VAL cargo	2.87	3.01	5%
<b>4</b>	<b>Courier Handling Charge</b>	<b>1.65</b>	<b>1.74</b>	<b>5%</b>
<b>Import Cargo</b>				
<b>1</b>	<b>Terminal, Storage and Processing Charges</b>			
a	General	5.4	5.67	5%
b	Special Cargo	10.8	11.34	5%
c	PER/DGR/VAL cargo	10.8	11.34	5%
<b>2</b>	<b>Custom Cargo Services Provider (CCSP)</b>	<b>1.85</b>	<b>1.94</b>	<b>5%</b>
<b>3</b>	<b>Demurrage Charges- Import Cargo</b>			
a	General			
i	Flight Actual Time of Arrival(ATA) plus 72 hours			
ii	Cargo cleared between 72 hours and 120 hours	1.65	1.74	5%
iii	Cargo cleared between 120 hours and 720 hours	3.09	3.24	5%
iv	Cargo cleared After 720 hours	4.63	4.86	5%
b	Special Cargo			
i	Flight Actual Time of Arrival(ATA) plus 72 hours			
ii	Cargo cleared between 72 hours and 120 hours	3.09	3.24	5%
iii	Cargo cleared between 120 hours and 720 hours	6.17	6.48	5%
iv	Cargo cleared After 720 hours	9.26	9.72	5%
c	PER/DGR/VAL cargo			
i	Flight Actual Time of Arrival(ATA) plus 72 hours			
ii	Cargo cleared between 72 hours and 120 hours	6.17	6.48	5%
iii	Cargo cleared between 120 hours and 720 hours	12.4	13.02	5%
iv	Cargo cleared After 720 hours	18.58	19.51	5%
<b>4</b>	<b>Courier Handling Charge</b>	<b>6.06</b>	<b>6.37</b>	<b>5%</b>
<b>5</b>	<b>Airway Bill Amendment charge</b>			
<b>6</b>	<b>Transshipment charges- Int.to Domestic</b>			
a	General	1.98	2.08	5%
b	PER/DGR/VAL cargo	1.98	2.08	5%



**Menzies Aviation Bobba (B'lore) Pvt. Ltd.**

**Annual Tariff Proposal**

Domestic Cargo					
S.No.	Type of Cargo		Rate in Rupees per kilogram		% Change
			2013-14	2016-17	
			(Same tariff continue in FY-2014-15 and 2016-17)		
	Outbound Cargo				
	1	Terminal, Storage and Processing Charges			
	a	General	0.72	0.75	4%
	b	Special Cargo	2.26	2.37	5%
	c	PER/DGR/VAL cargo	2.26	2.37	5%
	2	Demurrage Charges- Export Cargo			
	a	General	0.72	0.75	4%
	b	Special Cargo	2.26	2.37	5%
	c	PER/DGR/VAL cargo	2.26	2.37	5%
	3	Courier Handling Charge	0.72	0.75	4%
	4	Packing/ Repacking/ Stapping Charge			
	5	Return Cargo Charge			
	6	Airway Bill Amendment Charge			
	Inbound Cargo				
	1	Terminal, Storage and Processing Charges			
	a	General	1.21	1.27	5%
	b	Special Cargo	2.32	2.43	5%
	c	PER/DGR/VAL cargo	2.32	2.43	5%
	2	Demurrage Charges- Export Cargo			
	a	General	1.38	1.45	5%
	b	Special Cargo	2.43	2.55	5%
	c	PER/DGR/VAL cargo	2.43	2.55	5%
	3	Courier Handling Charge	1.21	1.27	5%
	4	Packing/ Repacking/ Stapping Charge			
	5	Airway Bill Amendment Charge			

Form F14 (b) - Annual Tariff Proposal For Tariff Year 1 representing F.Y 2016-17

MAXIMUM RATES TO BE PAID BY FREIGHT FORWARDER FOR INTERNATIONAL CARGO

S.N.	LIST OF CHARGES	FY 2016-17 Tariff Year - 1	
		MINIMUM RATE in INR	RATE PER KG in INR
A) INTERNATIONAL CARGO			
1	TERMINAL, STORAGE AND PROCESSING CHARGE [TSP] - (per Shipping Bill)		
a)	General cargo	138	1.16
b)	Special cargo (AVI)	276	1.74
c)	PER/DGR/VAL cargo	276	3.01
2	CUSTOMS CARGO SERVICE PROVIDER CHARGE [CCSP] - (per Shipping Bill)	32	0.68
3	DEMURRAGE / STORAGE CHARGE (rate per kg per day)		
a)	General cargo	144	0.93
b)	Special cargo (AVI)	276	1.74
c)	PER/DGR/VAL cargo	276	3.01
4	COURIER HANDLING CHARGE	166	1.74
5	PACKING/REPACKING/STRAPPING CHARGE	7/-Per Carton/Bag	
6	RETURN CARGO CHARGE	551/AWB	
7	AIR WAYBILL AMENDMENT CHARGE	110/AWB	
8	WEIGHT / VOLUME MIS-DECLARATION CHARGE		
a)	2-5% variation	2 times	
b)	More than 5% variation	5 times	
9	OVERTIME CHARGE (beyond customs working hours)		
a)	General Cargo	56/- per Shipping Bill	
b)	VAL cargo	1103/- per AWB	

**IMPORT CARGO**

1	TERMINAL, STORAGE AND PROCESSING CHARGE [TSP] - (per Bill of Entry)		
a)	General cargo/Unaccompanied Baggage	138	5.67
b)	Special cargo (AVI)	276	11.34
c)	PER/DGR/VAL cargo	276	11.34
2	CUSTOMS CARGO SERVICE PROVIDER CHARGE [CCSP] - (per HAWB)	32	1.94
3	DEMURRAGE / STORAGE CHARGE (rate per kg per 24 hours)		
a)	General cargo		
i)	Flight Actual Time of Arrival (ATA) plus 72 hours	No Charges	
ii)	Cargo cleared between 72 hours and 120 hours	353	1.74
iii)	Cargo cleared between 120 hours and 720 hours	353	3.24
iv)	Cargo cleared after 720 hours	353	4.86
b)	Special cargo (AVI)		
i)	Flight Actual Time of Arrival (ATA) plus 72 hours	No Charges	
ii)	Cargo cleared between 72 hours and 120 hours	689	3.24
iii)	Cargo cleared between 120 hours and 720 hours	689	6.48
iv)	Cargo cleared after 720 hours	689	9.72
c)	PER/DGR/VAL cargo		
i)	Flight Actual Time of Arrival (ATA) plus 72 hours	No Charges	
ii)	Cargo cleared between 72 hours and 120 hours	1406	6.48
iii)	Cargo cleared between 120 hours and 720 hours	1406	13.02
iv)	Cargo cleared after 720 hours	1406	19.51
4	COURIER HANDLING CHARGE	221	6.37
5	AIR WAYBILL AMENDMENT CHARGE	110/ per AWB	
6	TRANSHIPMENT CHARGE- International to Domestic		
a)	General cargo	138	2.08
b)	PER/DGR/VAL/AVI cargo	259	2.08
	Documentation Charges	110/AWB	
7	OVERTIME CHARGE (beyond customs working hours)		
a)	General cargo	221/- per Bill of Entry	



Note: Applicable for international and domestic handling

(1) Consignments of Human Remains, Coffins including Unaccompanied Baggage of the deceased and Human Eyes will be exempted from the purview of the TSP and Demurrage charges.

(2) The Charges will be levied on "Gross Weight" or "Chargeable Weight" whichever is higher. Wherever there is a misdeclaration of the Gross or chargeable weight on the AWB, the actual Gross weight or Actual Chargeable weight will be used for the charges which ever is higher.

(3) Storage Charges

Export Cargo - Free Period Shall be one day (24hrs) for examination/processing by Shipper's on 'Per Kg Per day'.

Import Cargo - Free period shall be 72 hours from the Actual time of arrival of flight. For the next 48 hours, demurrage will be charged at "Per Kg Per Day" on non cumulative basis, provided the consignment is cleared within 120 hrs. If the clearance is effected after 120 hrs (from the time of landing) demurrage will accrue for the entire period from the Actual time of arrival of flight.

(4) 50% of the General Cargo Charges will be applicable to Newspapers (Daily) TV Reels. Applicable to per kilo charge only

(5) All bills will be rounded off to the next INR 5 as per IATA rules.

(6) VAL Cargo consists of Gold Bullion, Currency Notes, Shares, Shares Coupons, Traveller's Cheques, Diamonds (Diamonds for Industrial Use), Diamond Jewellery, Watches made of Silver, Gold, Platinum and items valued at USD 1000/Kg and above.

(7) Special Cargo (AVI) consist of Live Animals and Day old chicks

(8) For Consolidation TP Cargo-TSP Charges will be levied to all types of Cargo, in addition to Transhipment charges mentioned above. Demurrage Charges will be applicable as per General Cargo tariff.

(9) All charges above are excluding Service Tax or any other taxes or levies that existing or to be introduced. Such Taxes and levies shall be charged extra on the above prices.

(10) Charges such as Rent & parking fee are not considered in this Annual Tariff Proposal as the same are un-regulated services

(11) All charges mentioned above include concession fee charged by the Airport Operator

(12) Complete shipment should be physically available prior to payment of TSP charges





## Form F14 (b) - Annual Tariff Proposal For Tariff Year 1 representing F.Y 2016-17

## MAXIMUM RATES TO BE PAID BY FREIGHT FORWARDER FOR DOMESTIC CARGO

S.N.	LIST OF CHARGES	FY 2016-17 Tariff Year - 1	
		MINIMUM RATE in INR	RATE PER K INR
B) DOMESTIC CARGO			
OUTBOUND CARGO			
1	TERMINAL, STORAGE AND PROCESSING CHARGE [TSP]		
a)	General cargo	110/AWB	0.75
b)	Special cargo (AVI)	221/AWB	2.37
c)	PER/DGR/VAL cargo	221/AWB	2.37
2	DEMURRAGE / STORAGE CHARGE (rate per kg per day)		
a)	General cargo	138/AWB	0.75
b)	Special cargo (AVI)	221/AWB	2.37
c)	PER/DGR/VAL cargo	221/AWB	2.37
3	COURIER HANDLING CHARGE	110/AWB	0.75
4	PACKING/REPACKING/STRAPPING CHARGE	7/- per Carton/Bag	
5	RETURN CARGO CHARGE	110/AWB	
6	AIR WAYBILL AMENDMENT CHARGE	110/AWB	
INBOUND CARGO			
1	TERMINAL, STORAGE AND PROCESSING CHARGE [TSP]		
a)	General cargo/Unaccompanied Baggage	138/AWB	1.27
b)	Special cargo (AVI)	221/AWB	2.43
c)	PER/DGR/VAL cargo	221/AWB	2.43
2	DEMURRAGE / STORAGE CHARGE (rate per kg per 24 hours)		
a)	General cargo	221/AWB	1.45
b)	Special cargo (AVI)	276/AWB	2.55
c)	PER/DGR/VAL cargo	276/AWB	2.55
3	COURIER HANDLING CHARGE	138/AWB	1.27
4	AIR WAYBILL AMENDMENT CHARGE	110/AWB	
5	PACKING/REPACKING/STRAPPING CHARGE	7/- per Carton/Bag	

Note: Applicable for international and domestic handling

(1) Consignments of Human Remains, Coffins including Unaccompanied Baggage of the deceased and Human Eyes will be exempted from the purview of the TSP and Demurrage charges.

2) The Charges will be levied on "Gross Weight" or "Chargeable Weight" whichever is higher. Wherever there is a misdeclaration of the Gross or chargeable weight on the AWB, the actual Gross weight or Actual Chargeable weight will be used for the charges which ever is higher.

### 3) Storage Charges

Export Cargo - Shall be one day (24hrs) for examination/processing by Shipper's on 'Per Kg Per day'.  
 Import Cargo - Free period shall be 72 hours from the Actual time of arrival of flight. For the next 48 hours demurrage will be charged at "Per Kg Per Day" on non cumulative basis, provided the consignment is cleared within 120 hrs. If the clearance is effected after 120 hrs (from the time of landing) demurrage will accrue for the entire period from the Actual time of arrival of flight.

50% of the General Cargo Charges will be applicable to Newspapers (Daily) TV Reels. Applicable to per kilo charge. Charge only



(5) Bills will be rounded off to the next INR 5 as per IATA rules.

(6) VAL Cargo consists of Gold Bullion, Currency Notes, Shares, Shares Coupons, Traveller's Cheques, Diamonds (Ind Diamonds for Industrial Use), Diamond Jewellery, Watches made of Silver, Gold, Platinum and items valued at U 1000/kg or above.

(7) Special Cargo (AVI) consist of Live Animals and Day old chicks

(8) For Consolidation TP Cargo-TSP Charges will be levied to all types of Cargo, in addition to Transhipment charges mentioned above . Demurrage Charges will be applicable as per General Cargo tariff.

(9) All charges above are excluding Service Tax or any other taxes or levies that existing or to be introduced. Such Tax and levies shall be charged extra on the above prices.

(10) All charges mentioned above include concession fee charged by the Airport Operator

(11) Complete shipment should be physically available prior to payment of TSP charges





## MAXIMUM CHARGES PAYABLE BY AIRLINES

S.N.	Description of Service	Unit	FY 2016-17 Tariff Year - 1	
			MINIMUM RATE in INR	RATE PER KG In INR
<b>A) INTERNATIONAL CARGO</b>				
<b>EXPORT CARGO</b>				
1	HANDLING CHARGES			
a)	General Cargo	Per Kg	424Per Flight	1.80
	Palletisation/ Bulk Cargo			
b)	Valuable/Perishable/Hazardous Cargo/Live Animals/Pharmaceutical/ Time & Temperature sensitive Cargo etc.,	Per Kg	428 per flight	3.82
	Palletisation/ Bulk Cargo	Per Kg	424 Per Flight	1.84
2	Courier /Mail Charges	Per Kg		
3	DEMURRAGE / STORAGE CHARGE (rate per kg per day)			
a)	General Export Cargo	Per Kg	315/AWB	2.40
b)	Valuable/Perishable/Hazardous Cargo/Live Animals etc.,	Per Kg	355/AWB	4.82
4	X-Ray charges	Per Kg	157/AWB	3.05
5	Dangerous Goods certification	Per /AWB	840/AWB	
6	Export General Manifesto - filing with Authorities	Per Flight	315/Flight	
<b>IMPORT CARGO</b>				
1	HANDLING CHARGES			
a)	General Cargo	Per Kg	424 Per flight	1.72
	De-Palletisation/Bulk Cargo			
	Valuable/Perishable/Hazardous Cargo/Live Animals/Pharmaceutical/ Time & Temperature sensitive Cargo etc.,	Per Kg	428 per flight	3.82
	De-Palletisation/Bulk Cargo	Per Kg	424 Per flight	1.84
2	Courier /Mail Charges	Per Kg		
3	DEMURRAGE / STORAGE CHARGE (rate per kg per 24 hours)			
a)	General Export Cargo	Per Kg	315/AWB	2.40
b)	Valuable/Perishable/Hazardous Cargo/Live Animals etc.,	Per Kg	424/AWB	6.44
4	Import General Manifesto - filing with Authorities	Per Flight	315/Flight	
<b>TRANSHIPMENT CHARGES</b>				
1	Transshipment charges-International to International			
a)	General Cargo	Per Kg	199/AWB	2.90
b)	Special Cargo	Per Kg	382/AWB	2.90
c)	Documentation Fee	Per AWB	163/AWB	
2	Transshipment charges-International to Domestic			
a)	General Cargo	Per Kg	199/AWB	2.90
b)	Special Cargo	Per Kg	382/AWB	2.90
c)	Documentation Fee	Per AWB	163/AWB	
<b>C) DOMESTIC CARGO</b>				
<b>BOUND CARGO</b>				
1	Palletisation	Per Kg	347 Per flight	1.34
2	Courier /Mail Charges	Per Kg	347 Per flight	1.34
3	DEMURRAGE / STORAGE CHARGE (rate per kg per day)			
a)	General Cargo	Per Kg	145/AWB	0.79
b)	Valuable/Perishable/Hazardous Cargo/Live Animals etc.,	Per Kg	231/AWB	2.49
4	X-Ray Charges	Per Kg	173/AWB	2.36
<b>UNBOUND CARGO</b>				
1	De-Palletisation	Per Kg	347 Per flight	1.34
2	Courier /Mail Charges	Per Kg	347 Per flight	1.34
3	DEMURRAGE / STORAGE CHARGE (rate per kg per 24 hours)			
a)	General Export Cargo		145/AWB	0.79
b)	Valuable/Perishable/Hazardous Cargo/Live Animals etc.,		231/AWB	2.49

The above rates are Maximum rates. These are the rates planned to be charged to achieve the projected ARR for the period from 1-4-2016 to 31-3-2017. The rates are exclusive of Service tax or other levies or taxes existing or to be levied. Such taxes or levies shall be charged extra on the above prices.

The Agreements (Airline or other agents) shall have the rates subject to maximum specified above. The Agreements are in accordance with the IATA, AHM 810 Standard Ground Handling Agreement 2004/2008 (SGHA) as amended from time to time with the consent by Airline and the Company (MABB).

The rates with each Airline are based on negotiations and as agreed between Company (MABB) and the Airline depending on specific service levels agreed such as usage of equipment credit period, indemnity/insurance, and other services as may be thought fit.

