



सत्यमेव जयते

Airports Economic Regulatory Authority of India

TO CONSIDER THE MULTI YEAR TARIFF PROPOSAL AND ANNUAL TARIFF PROPOSAL (FY.2016-17) FOR THE SECOND CONTROL PERIOD IN RESPECT OF M/s AIR INDIA SATS AIRPORT SERVICES PRIVATE LIMITED(AISATS) FOR PROVIDING GROUND HANDLING SERVICES AT RAJIV GANDHI INTERNATIONAL AIRPORT(HIAL), HYDERABAD.

New Delhi: 13 Sep, 2017.

**AERA Building
Administrative Complex
Safdarjung Airport.
New Delhi.**

1. Brief Background:

- 1.1 M/s AISATS is one of the Ground Handling agencies appointed by Hyderabad International Airport Ltd. (HIAL) for carrying out Ground Handling (GH) at Rajiv Gandhi International Airport, Hyderabad. The Authority, vide its MYTO Order No. 12/2011-12 dated 04.10.2011, decided to adopt '**Light Touch Approach**' in respect of the AISATS for Ground Handling services at IGI Airport for determination of tariffs for the first control period. The Authority in line with the above mentioned MYTO order determined the Annual Tariff Proposal (ATP) for FY 2011-12. Subsequently, Authority's also determined the Annual tariff for FY 2012-13 vide order no. 22/2012-13 dated 06.11.2012 and later determined Annual tariff FY 2013-14, 2014-15 & 2015-16 vide its Order No. 27/2013-14, dated 23.07.2013. The Authority vide its Order No. 19/2016-17 dated 31.03.2017 further extended the levy of tariffs as on 31.03.2016 up to 30.09.2017 or till the determination of tariffs for the second control period, whichever is earlier.

2. MYTP/ATP/ACS Submissions made by AISATS for 2nd control period.

- 2.1 M/s AISATS submitted their MYTP online on 18th March, 2016 and submitted the hardcopy of online Multi Year Tariff Proposal (MYTP) and Annual Tariff Proposal (ATP) for FY 2016-17 for second control period. M/s AISATS has resubmitted the revised ATP wherein, AISATS has reduced their rates in proposed tariff card for FY 2016-17 by 10% from the existing rates of FY 2015-16 on the directions of AERA (**Annexure I**). M/s AISATS has submitted the growth rates adopted in formulating the MYTP/ATP for second control period (**Annexure II**). M/s AISATS has also stated that they are following management approved depreciation rates which are higher than the Companies Act, 2013 (**Annexure III**). M/s AISATS submitted the required Annual Compliance Statements (ACS) for the first control period (FY 2011-12 to FY 2015-16) (**Annexure-IV**).

3. Principles for Determination of Aeronautical Tariff under "Light

Touch Approach”.

- 3.1 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 Airports Economic Regulatory Authority of India (Terms and Conditions for Determination of Tariff for Services provided for Cargo Facility, Ground Handling and supply of Fuel to the Aircraft) Guidelines, 2011 (“ the Guidelines”).
- 3.2 In accordance, to above mentioned AERA Guidelines and Directions the following procedure is followed:

a) Stage1: **Materiality:**

$$\text{Materiality Index (MIG)} = \frac{\text{International Aircraft Movement at Hyd Airport}}{\text{Total Intl.Aircraft Movement at major airports}} \times 100$$

The materiality index at Hyderabad Airport= 18361/330467

$$= 5.56\%$$

The percentage share of Ground Handling for Hyderabad Airport, Hyderabad for the FY 2014-15 is 5.56% which is more than 5% Materiality Index (MIG) for the above subject service. Hence the regulated service is deemed as ‘**material**’ for the second control period.

- b) Stage 2: **Competition:** AERA on provisions of the National Civil Aviation Policy (NCAP- 2016), vide Order No. 15/2016-17 dated 12th Jan,2017 decided to consider three (3) Ground Handling Agencies (GHA) including Air India’s subsidiary/JV for competition assessment at all major airports. As per the information furnished by AISATS in Form F1(b) on competition Assessment, M/s Globe Ground Industries (GGI) is other service provider which is rendering similar service at Hyderabad International Airport. Hence in the instance case, there are two Ground Handling service providers including AISATS, and therefore the service is deemed ‘**Non-competitive**’.

- c) Stage 3:**Reasonableness of existing User Agreement(s):** M/s AISATS has submitted the valid User Agreements for Hyderabad Airport and on examination the following points are observed:
- i) The User Agreements submitted by AISATS clearly indicate the tariffs agreed by both the parties.
 - ii) Till date AERA has not received any complaints from users on the existing agreements with the service provider.
- 3.3 AISATS has submitted the copy of complete Concession Agreement with HIAL.
- 3.4 AISATS has not conducted the stakeholder consultation with the users on the proposed ATP for FY 2016-17 and vide email dated 02.10.2017 assured AERA that AISATS will comply/follow with the CGF Guidelines & Directions and submit the evidence of required stakeholder consultation in future.

4 Authority's Examination on the proposal.

- 4.1 The services rendered by AISATS for providing Ground Handling facility at Hyderabad Airport are aeronautical services in terms of section 2(a) of the Airports Economic Regulatory Authority of India Act, 2008 (Act) and under section 13 (1)(a) of the Act, the Authority is required to determine tariff for aeronautical services.
- 4.2 M/s AISATS has submitted the Annual Compliance Statement (ACS) for the tariff years 2011-12 to 2015-16 of first control period and Annual Tariff Proposal (ATP) for FY. 2016-17. M/s AISATS has not submitted any evidence of stakeholder consultation meeting.
- 4.3 M/s AISATS revised its tariff card last in FY 2015-16 vide AERA order No. 27/2013-14 dated 10.07.2013 and the same tariff continued for FY 2016-17.
- 4.4 Based on the ACS submissions by AISATS a comparative scenario of revenue, cost and return on average RAB for the first control period is prepared and annexed as "**Annexure-V**". The Authority observed the following parameters in the financials as submitted by AISATS:

a) Return on Average RAB ranges from 57.36% to 380.76% for the first Control Period. 278.79 % return on average RAB in FY 2015-16.

b) The turnover/profit % ranges from 4% to 23% in the first control period. 19% turnover profit percent (%) earned in FY 2015-16.

Hence the Authority directed the service provider to resubmit the proposed ATP for FY 2016-17 and AISATS vide email dated 02.10.2017 resubmitted the proposed tariff for FY 2016-17 with a reduction of 10% from the existing tariff of FY 2015-16(**Annexure VI**).

5 Proposal

The Authority, after careful consideration of the MYTP and ATP for FY 2016-17, makes the following proposal for stakeholder consultation:

- 5.1 The service for Ground handling being provided by M/s AISATS Ground Handling Hyderabad Pvt. Ltd. at Hyderabad Airport, Hyderabad is **“Material and Non-Competitive”**. Therefore the Authority examined the reasonableness of User Agreements as submitted by AISATS which are found to be reasonable and proposes to adopt **‘Light Touch Approach’** and not adopted the Price Cap/Cost Plus approach for determination of tariffs for the 2nd control period from 01.04.2016 to 31.03.2021 and accordingly proposes to issue the MYTO for the 2nd control period.
- 5.2 It is proposed to continue the levy of tariffs determined vide AERA Order no 27/2013-14 dated 10.07.2013 for FY 2015-16 at same level for the First Tariff Year (FY 2016-17) and Second Tariff Year (FY2017-18) till the issue of Multi Year Tariff Order for Second Control Period.
- 5.3 The tariff for the residual period 01.04.2017 and upto 31.03.2019 of the second control period for Ground Handling Services provided by AISATS at Hyderabad Airport, Hyderabad is proposed as per the revised ATP submitted by AISATS (**Annexure-VII**).
- 5.4 Tariff determined as above will be maximum tariff to be charged. No other charge is to be levied over and above the approved tariff.

- 5.5 As regards to Non-Scheduled operations of scheduled operators, It is proposed that M/s AISATS should not exceed the tariff charges as approved by AERA for its scheduled operations for similar class of aircraft.
- 5.6 M/s AISATS should submit the evidence of Stakeholder Consultation Meeting justifying the Annual Tariff Proposal (ATP) if any, for tariff increase in FY 2018-19 and Annual Compliance Statement (ACS) duly audited for FY 2016-17 & 2017-18 well in time as per the Guidelines.
- 5.7 In accordance with the provisions of Section 13(4) of the AERA Act, the proposal contained in para 5 above is hereby put forth for stakeholder consultation. To assist the stakeholders in making their submissions in a meaningful and constructive manner, necessary documents are enclosed 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.
- 5.8 The Authority welcomes written evidence-based feedback, comments and suggestions from stakeholders on the proposal made in para 5 above, latest by **3rd Oct, 2017** at the following address:

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

**S. Machendranathan
Chairperson**

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Annexure - T

SUBMISSION OF ANNUAL TARIFF PLAN
TO
AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA
BY
M/S AIR INDIA SATS AIRPORT SERVICES PRIVATE LIMITED

FOR
GROUND HANDLING
AT

RAJIV GANDHI INTERNATIONAL AIRPORT, HYDERABAD

DATED: 08 FEBRUARY 2017

mgzsh-mj
21/2/17

6/16/17
53d/901



AIR INDIA SATS AIRPORT SERVICES PRIVATE LIMITED

Office Address: B-1101 & 1102, Lotus Corporate Park, Goregaon (E), Mumbai - 400063

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BEFORE THE AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA
AT NEW DELHI

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

M/S AIR INDIA SATS AIRPORT SERVICES PRIVATE LIMITED

I, Sanjay Gupta, aged 42 years resident of Republic of India acting in my official capacity as Chief Financial Officer in M/S Air India SATS Airport Services Private Limited having its registered office at Airlines House, 113 Guru Rakabganj Road, New Delhi 110001 do hereby state and affirm as under that:

1. That I am duly authorized to act for and on behalf of M/S Air India SATS Airport Services Private Limited in the matter of making this submission before the Airports Economic Regulatory Authority of India, New Delhi ('the Authority')
2. I am competent to make this submission before the Authority;
3. I am making this submission in my official capacity and the facts stated herein are based on official records;
4. The contents of this submission which include inter alia
 - (i) Proposed detailed break-up of Tariff(s) based in clause 1.2 where the Authority has specified a light touch approach for the duration of the Control Period, pursuant to Clause 3.2; and
 - (ii) Justifications are correct and true to my knowledge and belief and nothing material has been concealed there from.



Sanjay Gupta

Chief Financial Officer

Place: Mumbai

Date: 08 February 2017



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F14 (b) - Annual Tariff Proposal for Tariff Year 1 (FY 16-17)

MAXIMUM RATES TO BE PAID BY SCHEDULED AIRLINES FOR COMPREHENSIVE GROUND HANDLING

S/N	Aircraft Types (ICAO Code)	Maximum Ground Handling Rate in INR			
		Scheduled Passenger Aircraft		Scheduled Freighter Aircraft	
		Domestic	International	Domestic	International
1	CODE B	13,177	40,585	NA	NA
2	CODE C	17,657	1,05,810	59,297	1,44,287
3	CODE D	28,251	1,59,440	1,02,780	1,59,440
4	CODE E	59,297	2,02,924	1,23,863	2,17,419
5	CODE F	1,05,415	2,86,993	1,68,532	3,13,083

Notes:

- 1) To achieve the projected ARR only maximum ground handling rates have been suggested for Airlines as user agreements will be entered into with each Airline based on the IATA AHM 810 STANDARD GROUND HANDLING AGREEMENT 1998 or 2004 or 2008 or 2013(SGHA).
- 2) The rates with each Airline will be negotiated based on services required from SGHA service items (usage of equipment and manpower), flight frequency, service level agreement, credit period and liability and indemnity requirement.
- 3) These rates may be revised, where external economic / financial factors warrant a review. However, any change, will be in consultation with the relevant authorities (AERA) and related stakeholders.
- 4) All charges mentioned above exclude prevailing third party charges such as concession fee, royalty, airport levy charged by the Airport Authority at the time of submission.
- 5) All charges mentioned above exclude taxes which will be charged at the prevailing rates.
- 6) Exchange rate used for contracts signed in USD: 1 USD = 68 INR



HYDERABAD GH

Increase in % over previous year's figures

Sr. No.	Particulars	FY 2016-17 Tariff Year 1	FY 2017-18 Tariff Year 2	FY 2018-19 Tariff Year 3	FY 2019-20 Tariff Year 4	FY 2020-21 Tariff Year 5
i	Revenues from regulated services	6%	6%	6%	6%	6%
ii	Revenues from other than regulated services	5%	5%	5%	5%	5%
iii	Payroll cost	5%	5%	5%	5%	5%
iv	Administrative and General	5%	5%	5%	5%	5%
v	Concession fees	5%	5%	5%	5%	5%
vi	Repair and Maintenance cost	5%	5%	5%	5%	5%

TRIVANDRUM GH

Increase in % over previous year's figures

Sr. No.	Particulars	FY 2016-17 Tariff Year 1	FY 2017-18 Tariff Year 2	FY 2018-19 Tariff Year 3	FY 2019-20 Tariff Year 4	FY 2020-21 Tariff Year 5
i	Revenues from regulated services	6.50%	6%	6.50%	6.50%	6.50%
ii	Revenues from other than regulated services	5%	5%	5%	5%	5%
iii	Payroll cost	5%	5%	5%	5%	5%
iv	Administrative and General	5%	5%	5%	5%	5%
v	Concession fees	5%	5%	5%	5%	5%
vi	Repair and Maintenance cost	5%	5%	5%	5%	5%

Air India SATS Airport Services Private Limited

Correspondence Address:

A-301, Business Square, Andheri – Kurla Road, Chakala, Andheri (East), Mumbai 400069, India

Registered Office: Airlines House 113 Gurudwara Rakabganj Road, New Delhi 110001 India
Corporate Identification Number (CIN): U74900DL2010PTC201763

Appendix 3**Depreciation policy of the company**

We are following management approved depreciation rates and since they are higher than as per Company Act, 2013; the rates are allowed.

Assets	No. of Years
Building	15
Computers	3
Furniture and Fittings	5 - 7
Plant & Machinery	3 - 6
Vehicle	7

Air India SATS Airport Services Private Limited

Correspondence Address:

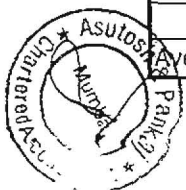
A-301, Business Square, Andheri – Kurla Road, Chakala, Andheri (East), Mumbai 400069, India

Registered Office: Airlines House 113 Gurudwara Rakabganj Road, New Delhi 110001, India
Corporate Identification Number (CIN) U74900DL2010PTC201704

Form F16 - Performance Report for the Tariff Year 2011 - 12

Annexure - IV

Particulars		Actual for the Tariff Year under consideration	Forecast as per the Multi Year Tariff Order
Total Revenue from Regulated Service	(1)	42,44,21,456	48,37,72,650
Total Revenue from services other than Regulated Service	(2)	87,00,707	1,02,35,080
Operating Expenditure	(3)	40,75,58,032	44,86,75,320
Depreciation	(4)	70,31,706	1,15,75,159
Total Expenditure	(3) + (4) = (5)	41,45,89,738	46,02,50,479
Regulatory Operating Profit	(1) - (5) = (6)	98,31,718	2,35,22,171
Capital Expenditure	(7)	2,07,135	1,00,00,000
Opening RAB	(8)	3,57,20,999	2,32,34,927
Disposals / Transfers	(9)	-	-
Closing RAB	(7)+(8)-(9)-(4)=(10)	2,88,96,428	2,16,59,768
Average RAB	[(8)+(10)]/2 = (11)	3,23,08,714	2,24,47,348
Return on Average RAB	(6) / (11)	0.30	1.05
Total Volume	(12)	9,275	9,688
Average Yield per Unit	(1)/(12)	45,760	49,934



Form F16 - Performance Report for the Tariff Year 2012 - 13

Particulars		Actual for the Tariff Year under consideration	Forecast as per the Multi Year Tariff Order
Total Revenue from Regulated Service	(1)	44,58,70,450	52,25,03,472
Total Revenue from services other than Regulated Service	(2)	4,43,786	1,02,86,256
Operating Expenditure	(3)	36,68,42,679	48,46,89,309
Depreciation	(4)	67,33,053	87,96,115
Total Expenditure	(3) + (4) = (5)	37,35,75,732	49,34,85,424
Regulatory Operating Profit	(1) - (5) = (6)	7,22,94,718	2,90,18,048
Capital Expenditure	(7)	23,00,807	50,00,000
Opening RAB	(8)	2,88,96,428	2,16,59,768
Disposals / Transfers	(9)		
Closing RAB	(7)+(8)-(9)-(4)=(10)	2,44,64,183	1,78,63,653
Average RAB	[(8)+(10)]/2 = (11)	2,66,80,305	1,97,61,711
Return on Average RAB	(6) / (11)	2.71	1.47
Total Volume	(12)	9,704	10,159
Average Yield per Unit	(1)/(12)	45,947	51,432



Form F16 - Performance Report for the Tariff Year 2013 - 14

Particulars		Actual for the Tariff Year under consideration	Forecast as per the Multi Year Tariff Order
Total Revenue from Regulated Service	(1)	46,57,51,471	56,43,85,404
Total Revenue from services other than Regulated Service	(2)	11,46,173	1,03,37,687
Operating Expenditure	(3)	35,42,51,509	52,35,98,902
Depreciation	(4)	75,44,403	97,38,305
Total Expenditure	(3) + (4) = (5)	36,17,95,913	53,33,37,207
Regulatory Operating Profit	(1) - (5) = (6)	10,39,55,559	3,10,48,197
Capital Expenditure	(7)	1,38,22,177	1,00,00,000
Opening RAB	(8)	2,44,64,183	1,78,63,653
Disposals / Transfers	(9)	-	-
Closing RAB	(7)+(8)-(9)-(4)=(10)	3,07,41,956	1,81,25,348
Average RAB	[(8)+(10)]/2 = (11)	2,76,03,069	1,79,94,501
Return on Average RAB	(6) / (11)	3.77	1.73
Total Volume	(12)	7,236	10,654
Average Yield per Unit	(1)/(12)	64,366	52,975



Form F16 - Performance Report for the Tariff Year 2014 - 15

Particulars		Actual for the Tariff Year under consideration
Total Revenue from Regulated Service	(1)	49,28,64,243
Total Revenue from services other than Regulated Service	(2)	14,75,353
Operating Expenditure	(3)	39,80,66,032
Depreciation	(4)	94,62,034
Total Expenditure	(3) + (4) = (5)	40,75,28,066
Regulatory Operating Profit	(1) - (5) = (6)	8,53,36,178
Capital Expenditure	(7)	87,63,273
Opening RAB	(8)	3,07,41,956
Disposals / Transfers	(9)	-
Closing RAB	(7)+(8)-(9)=(10)	3,00,43,195
Average RAB	[(8)+(10)]/2 = (11)	3,03,92,576
Return on Average RAB	(6) / (11)	2.81
Total Volume	(12)	12,874
Average Yeild per Unit	(1)/(12)	38,284

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ation: Hyderabad

Form F16 - Performance Report for the Tariff Year 2015 - 16

Particulars		Actual for the Tariff Year under consideration	Forecast as per the Multi Year Tariff Order
Total Revenue from Regulated Service	(1)	58,17,73,535	50,76,50,171
Total Revenue from services other than Regulated Service	(2)	70,71,363	17,42,264
Operating Expenditure	(3)	46,60,92,703	40,62,64,756
Depreciation	(4)	1,21,78,183	1,32,46,847
Total Expenditure	(3) + (4) = (5)	47,82,70,885	41,95,11,603
Regulatory Operating Profit	(1) - (5) = (6)	10,35,02,649	8,81,38,567
Capital Expenditure	(7)	3,14,17,187	67,70,705
Opening RAB	(8)	3,00,43,197	3,00,43,197
Disposals / Transfers	(9)		
Closing RAB	(7)+(8)-(9)=(10)	4,92,82,201	2,35,67,054
Average RAB	[(8)+(10)]/2 = (11)	3,96,62,699	2,68,05,125
Return on Average RAB	(6) / (11)	2.61	3.29
Total Volume	(12)	13,432	12,177
Average Yield per Unit	(1)/(12)	43,313	41,691

[Signature]
Kishore & Pantel
Chartered Accountants

AISATS, HIAL

Service : Ground Handling Services

[Rs. In lakhs.]

Sl No	Particulars	FY 2011-12	FY 2012-13	FY 2013-14	FY 2014-15	FY 2015-16	Total
	Performance Report for the years						
		Actual	Actual	Actual	Actual	Actual	
1	Revenue:						
1.1	Regulated Services-Ground Handling	4244.21	4458.70	4657.51	4928.64	5817.73	24106.79
1.2	-Cargo Handling						
	Other Regulated Services						
1.3	Other than Regulated Services	87.00	4.43	11.46	14.75	70.71	188.35
	A Total Revenue	4331.21	4463.13	4668.97	4943.39	5888.44	24295.14
2	Expenditure:						
2.1	Operating Expenditure	4075.58	3668.42	3542.51	3980.66	4660.92	19928.09
2.2	Depreciation	70.31	67.33	75.44	94.62	121.78	429.48
	A Total Expenditure	4145.89	3735.75	3617.95	4075.28	4782.7	20357.57
3	Regulatory Operating Profit	185.32	727.38	1051.02	868.11	1105.74	3937.57
4	CAPEX						
4.1	Opening RAB	357.2	288.96	244.64	307.41	300.43	1498.64
4.2	Capital Expenditure	2.07	23.00	138.22	87.63	314.17	565.09
4.3	Disposals /Transfers	0.00	0.00	0.00			0.00
4.4	Depreciation	70.31	67.33	75.44	94.62	121.78	429.48
4.5	closing RAB	359.27	311.96	382.86	395.04	614.60	1570.91
4.6	Average RAB{(4.1+4.5)/2}	213.76	178.15	160.04	201.02	211.11	964.06
5	Return on Average RAB (3/4.6)	4.28%	16.30%	22.51%	17.56%	18.78%	
	As per operator						
6	B Total Volume (MT)	9275	9704	7236	12874	13432	52521.00
7	Actual Yield Per Unit (A/B)	46698	45993	64524	38398	43839	

Subject: RE: MYTP / ATP to determine the tariff
To: "pc.jain61@gov.in" <pc.jain61@gov.in>
Cc: "puja.jindal" <puja.jindal@nic.in>

Date: 02/10/17 05:42 PM
From: Kalpesh Singh <Kalpesh.Singh@aisats.in>

Annexure - VI

Dear Sir,

As discussed during at Hyderabad, we will shortly submit our revised tariff proposal. Kindly allow us some more time till next week to make the submissions as we are awaiting approvals from Senior Management.

With reference to the trailing mail, we acknowledge the requirement of 'Minutes of Stakeholder Consultation Meeting'.

We have noted down the requirement on documents which are to be submitted and will keep that in mind in our subsequent submissions. We do not want to further delay the process of finalising the proposal and hence request the authority to conclude the proposal. We would request you to kindly proceed with the formalities of finalising our proposal. We assure you that our subsequent submissions will include all the requirement which will aid the authority to finalise the proposals.

Once again thanks for your understanding and co-operation.
Thank you & best regards,

Kalpesh Kumar Singh
Assistant Vice President - Commercial

Air India SATS Airport Services Private Limited

Correspondence Address: B-1101 & 1102, Lotus Corporate Park, Goregaon (E), Mumbai - 400063
Tel: +91-22-4203 7016 (direct) | Cell: +91-9920986198 | www.aisats.in

From: pc.jain61@gov.in [mailto:pc.jain61@gov.in]
Sent: 10 February 2017 17:29
To: Kalpesh Singh <Kalpesh.Singh@aisats.in>
Cc: puja.jindal <puja.jindal@nic.in>
Subject: MYTP / ATP to determine the tariff

Dear Sir,

As discussed during the PPT presentation given by you to the Authority on 06.02.2017 at Hyderabad Airport, please submit the revised tariff proposal by reducing 10% of existing tariff rates as told us during the meeting along with proper justification, including tariff for non-scheduled flights operated at Hyderabad airport. Copy of Stakeholder Consultation Meeting as per the AERA Guidelines may also be furnished along with revised tariff proposal at the earliest.

Thanks and regards.

P C JAIN

Assistant General Manager (F)
Airports Economic Regulatory Authority of India
Phone: 011-24695043

AISATS is ISAGO & ISO 9001: 2008 certified

Annexure-VII

AISATS, GROUND HANDLING, HYDERABAD.

Maximum rate to be paid by Scheduled/Non-Scheduled Airlines(excluding General Aviation) for ground handling services for tariff year 2 (FY 2017-18 & FY2018-19) w.e.f. from the date of issue of this order.

Maximum Ground Handling Rate in INR					
S/N	Aircraft Types (ICAO Code)	Scheduled Passenger Aircraft		Schedule Freighter Aircraft	
		<u>Domestic</u>	<u>International</u>	<u>Domestic</u>	<u>International</u>
1	CODE B	13,177	40,585	NA	NA
2	CODE C	17,657	1,05,810	59,297	1,44,287
3	CODE D	28,251	1,59,440	1,02,780	1,59,440
4	CODE E	59,297	2,02,924	1,23,863	2,17,419
5	CODE F	1,05,415	2,86,993	1,68,532	3,13,083

Notes:

- 1) All charges mentioned above include prevailing third party charges such as concession fee, royalty, airport levy charged by the Airport Authority at the time of submission.
- 2) All charges mentioned above exclude taxes which taxes which will be charged at the prevailing rates.