

फा.सं. ऐरा/20010/एमवाईटीपी/कॉनकोर/सी./मुम्बई/सी.पी-दो/2016-17/भाग-एक एंन्म दो

भारतीय विमानपत्तन आर्थिक विनियामक प्राधिकरण

ऐरा भवन, प्रशासनिक कॉम्पलेक्स,

सफदरजंग एयरपोर्ट,

नई दिल्ली -110003

दिनांक : 22 जून, 2018

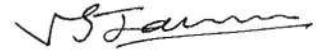
विषय- मैसर्स कॉनकोर एयर लिमिटेड द्वारा छत्रपति शिवाजी अंतरराष्ट्रीय हवाई अड्डा, मुम्बई पर कार्गो हैंडलिंग सर्विसेज प्रदान करने हेतु दूसरी नियंत्रण अवधि के बहुवर्षीय टैरिफ प्रस्ताव एवम् वार्षिक टैरिफ प्रस्ताव के संबंध में।

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उपर्युक्त विषय पर दिनांक 22.06.2018 का परामर्श पत्र संख्या 07/2018-19 सूचना के लिए संलग्न है।

उपरोक्त परामर्श पत्र पर हितधारकों से लिखित साक्ष्य-आधार राय, टिप्पणियां और सुझाव प्रस्तुत करने की अंतिम तिथि 13.07.2018 हैं।

भवदीय,



(जयमोन स्कारिया)

वरिष्ठ प्रबंधक

संलग्न

1. उपरोक्त परामर्श पत्र संलग्न।



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 M/s CONCOR AIR LIMITED (M/S CONCOR) FOR PROVIDING CARGO HANDLING SERVICES AT CHATRAPATI SHIVAJI INTERNATIONAL AIRPORT, MUMBAI.

New Delhi: 22nd June, 2018.

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

1. Brief Back:

M/s Concor Air Ltd.(Concor) is one of the Cargo Handling agencies appointed by Mumbai International Airport Ltd.(MIAL) for carrying out Cargo Handling (CH) at Chatrapati Shivaji International Airport(CSIA), Mumbai. The Domestic and International Cargo terminals are separate terminals, independent of each other and located at different locations. The Concession for Domestic and International Cargo terminals are awarded by MIAL under two separate tenders having different terms and conditions. The concession agreement for handling of International Cargo was valid upto 30.09.2017 and is expired. The Concession agreement in respect of Domestic Cargo was entered between Concor and MIAL on 18.02.2013 on Build Own Operate and Transfer (BOOT) basis and valid upto 30.09.2024. Concor started its operations from 01.05.2013 at the existing Domestic Common User Terminal at Marol, Mumbai. Concor stated that in accordance to above mentioned agreement Concor has to construct a state-of art common user terminal (CUT) for domestic air cargo called as Santacruz Air Cargo Terminal (SACT). MIAL commenced domestic cargo operations at CSIA in 2010. The Authority in terms of Order No. 32/2012-13 dated 15.01.2013 allowed Concor the third party concessionaire to charge the tariff as were being charged by MIAL on the date of taking over of service. The third party concessionaire was to approach the Authority only in case of any increase of rates. In compliance of the above terms of Order No. 32/2012-13 dated 15.01.2013, Concor the third party concessionaire of MIAL, had submitted a proposal for determination/revision of tariff for international cargo handling. Subsequently the Authority vide Order no 10/2015-16 dated 06.07.2015 approved tariff for fifth tariff year for International Operations. The Authority yet to determine tariff for Concor Domestic and the tariff effective/applicable from 1.04.2009 is still continuing till date. The International The Authority vide its Order No.50/2015-16 dated 31.03.2016 allowed the AOs/ISPs to continue the levy of tariffs existing as on 31.03.2016 up to 30.09.2016 or till the determination of tariffs for the second control period, whichever is earlier. The Authority vide its Order No. 11/2016-17 dated 29.09.2016 extended the levy of tariffs as on 31.03.2016 up to 31.03.2017 or till the determination of tariffs for the second control period, whichever is earlier. 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. The Authority vide its Order No. 12/2017-18 dated 29.09.2017 further extended the tariffs existing as on 31.03.2016, for a period of six months w.e.f. 01.10.2017 or till determination of tariffs for the Second Control Period whichever is earlier.

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

M/s Concor submitted their MYTP/ATP online on 17th March,2016 and submitted the consolidated Balance Sheet for FY 2016-17 and FY2017-18 vide their email dated 24.05.2018(**Annexure I**). Concor has submitted ATP for FY 2016-17 wherein, Concor has proposed an increase of 20% (**Annexure II**). M/s Concor submitted the Annual Compliance Statement (ACS) for the FY 2016-17 and FY2017-18 (**Annexure III**). Concor has submitted the Concession Agreement entered with MIAL for examination of the Authority. Concor has projected an increase of 5% in volume year on year from FY 2018-19 to FY2020-21.

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, 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, 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:**

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

The materiality index at Chatrapati Shivaji Airport, Mumbai= 694260/2489139
= 27.89%.

The percentage share of Cargo Handling for Chatrapati Shivaji Airport, Mumbai for the FY 2014-15 is 27.89% which is more than 2.5% 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:** As per the information available, M/s CSC and M/s EICI is the other service providers which is rendering similar service at Chatrapati Shivaji International Airport. Hence in the instance case, there are 3 Cargo Handling service providers including Concor, and therefore the service is deemed ‘**Competitive**’.

c) Stage 3: **Reasonableness of existing User Agreement(s):** M/s Concor has submitted valid User Agreements for Chatrapati Shivaji International Airport, Mumbai. Till date none of the Users has complained on the Cargo Handling services of Concor.

3.3 M/s Concor has conducted the stakeholder consultation for domestic tariff on 7th October 2015 with Airlines and on 13th October 2015 with DACAAI (Domestic Air Cargo Agents Association of India) on the proposed ATP submitted for the FY2014-17.

4 Authority’s Examination on the proposal.

4.1 The services rendered by Concor for providing Cargo Handling facility at Chatrapati Shivaji Airport, Mumbai 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 The Domestic and International Cargo terminals are separate terminals, independent of each other and located at different locations. The Concession for Domestic and International Cargo terminals are awarded by MIAL under two separate tenders having different terms and conditions.

The concession agreement for handling of International Cargo was valid upto 30.09.2017 and has expired. Concession agreements in respect of Domestic Cargo Concession was entered between Concor and MIAL on 18.02.2013 on Build Own Operate and Transfer (BOOT) basis and is valid upto 30.09.2024. Concor started its operations from 01.05.2013 at the existing Domestic Common User Terminal at Marol, Mumbai. In accordance to above mentioned agreement Concor has to construct a state-of art common user terminal (CUT) for domestic air cargo called as Santacruz Air Cargo Terminal (SACT). MIAL commenced domestic cargo operations at CSIA in 2010. The Authority in terms of Order No. 32/2012-13 dated 15.01.2013 allowed Concor the third party concessionaire to charge the tariff as were being charged by MIAL on the date of taking over of service. The third party concessionaire has to approach the Authority only in case of any increase of rates. In compliance of the above terms of Order No. 32/2012-13 dated 15.01.2013, Concor the third party concessionaire of MIAL, had submitted a proposal for determination/revision of tariff for international cargo handling. The Authority vide Order no 10/2015-16 dated 06.07.2015 approved tariff for fifth tariff year for International Operations. Concor vide their letter dated 16.04.2016 approached AERA for tariff revision of its domestic air cargo operations at Santacruz Air Cargo Terminal (SACT) for Second Control Period. The Authority has not determined tariff for Concor Domestic Cargo and the tariff effective/applicable from 1.04.2009 is still continuing till date. Concor conducted the stakeholder consultation for domestic tariff on 07.10.2015 with the airlines and with DACAAI on 13.10.2015 (**Annexure-IV**).

- 4.3 Based on the ACS submission by Concor a comparative scenario of revenue, cost and return on average RAB for the FY2013-14 to FY2017-18 is prepared and annexed as "**Annexure-V**". The Authority observed the following parameters in the financials as submitted by Concor:
 - a) Return on Average RAB for FY2016-17 and FY 2017-18 stands at -7.04% and -1.83% respectively.
 - b) The turnover/loss % in FY 2016-17 and FY2017-18 is -6% and -2% respectively.
- 4.4 The Authority observed that M/s Concor incurred losses in FY 2016-17 & FY2017-18 mainly due to increase in minimum wages and decided to consider the shortfall while calculating the Aggregate Revenue Requirement (ARR) for FY2018-19.
- 4.5 The Authority observed that M/s Concor in their submissions vide their letter dated 23.02.2018 proposed/requested for tariff increase of 25% to 30% and projected the growth/increase in volume as only 5% for the calculation of ARR. The Authority observed the increase/trend in volume year on year and calculated the Common Annual Growth Rate (CAGR) which arrived at 21.28% during last 4 years. The Authority after due deliberations and after considering the CAGR for increase in volume (annually) decided to consider 18% growth in volume for FY2018-19 and 16% growth in FY2019-20 and FY2020-21 for the purpose of arriving at ARR since the growth may not sustain for long period. The brief of calculations and the projections assumed is as follows:

Particulars	FY2016-17 (Actuals)	FY2017-18 (Actuals)	FY2018-19 @ 18% vol. increase.	FY2019-20 @ 16% vol. increase.	FY2020-21 @ 16% vol. increase.
Increase in Volume	103477	124793	147256	170817	198147
Regulated Rev. including increase in vol. with existing tariff.	29.93	38.54	45.48	52.75	61.19
Prior period losses as per ACS of FY2016-17 and FY2017-18 added to FY 2018-19			Rs. 1.73cr and Rs.0.75cr respectively	---	----
ARR	35.59	45.03	50.56	50.56	53.54
% increase in tariff required on existing tariff	18%	16%	11%	No Increase	No Increase

Projections taken to arrive at ARR is as follows:

- Shortfall/under recovery of FY2016-17 & FY2017-18 is added to ARR of FY2018-19.
 - Projected Volume increase @18% in FY2018-19 and @16% in FY2019-20 and FY 2020-21.
 - Revenue from Non-Regulated Services taken as average of actuals.
 - Depreciation reduced by 10% Year on Year from FY 2018-19 onwards for 2nd Control Period in the absence of details.
 - Capital Expenditure taken as ZERO ("0") as Concor has not projected any CAPEX for future years.
- Return on average RAB taken as 16%.

5 **Proposal**

The Authority, after careful consideration of the MYTP and ATP for Second Control Period, makes the following proposal for stakeholder consultation:

- The service for Cargo handling being provided by M/s Concor at Chatrapati Shivaji Airport, Mumbai is **"Material and Competitive"**. The Authority after careful examination of information submitted by Concor for Chatrapati Shivaji International Airport, Mumbai in accordance to the provisions of Chapter V of the AERA Guidelines decided that the tariff for M/s Concor will be determined under **"Light Touch Approach"** for the duration of Second Control Period (01.04.2016 to 31.03.2021) and accordingly proposes to issue the MYTO for the 2nd control period.
- The Authority is of the view that 'the Guidelines' need not be followed in a routine manner. Further even in 'Light Touch approach', the Authority examines the margins, the growth of profit and return on RAB to ensure that extraordinary profits do not accrue to the service provider and that the

ultimate customer is not burdened with higher tariffs as the latter does not have any say in the User Agreements.

- 5.3 Moreover in view of fact stated at para 4.3 & 4.4, it is proposed that M/s Concor may be allowed to charge tariff with an increase tariff of 11% in FY2018-19 on the existing tariff and continue with same tariff for FY 2019-20 and FY2020-21 such that M/s Concor can sustain the rise in operating expenditure predominantly due to revision of minimum wages and rise in inflation in future years. The tariff from the issue of this order to 31.03.2021 of the second control period for Cargo Handling Services provided by M/s Concor at Chatrapati Shivaji Airport, Mumbai is proposed as **Annexure-VI**. However the ARR and Revenue will be trued up at the end of 2nd Control Period.
- 5.4 The Authority will issue the final order only after considering the written comments/observations of the stakeholder.
- 5.5 Tariff determined as above will be maximum tariff to be charged. No other charge is to be levied over and above the approved tariff.
- 5.6 M/s Concor should not exceed the tariff charges for its Non-Schedule cargo handling Operations and should levy the same charges/tariff as determined above.
- 5.7 For Demurrage charges, the free period may be considered to be governed as per the instructions of Govt. of India issued from time to time.
- 5.8 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 here to and by making such decision fully documented and explained in terms of the provisions of the Act.
- 5.9 The Authority welcomes written evidence-based feedback, comments and suggestions from stakeholders on the proposal made in para 5 above, latest by **13th July, 2018** 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**

CONCOR Air Limited
Statement of Balance sheet
As at March 31, 2018
(All amounts are in Rupees unless otherwise stated)

Particulars	Note No.	As at March 31, 2018	As at March 31, 2017
ASSETS			
(1) Non-current assets			
(a) Property, plant and equipment	2	319,137,714	358,085,392
(b) Capital work in progress	2	-	-
(c) Intangible assets	2.1	13,678,240	15,800,704
(d) Deferred tax assets (Net)	3	20,181,509	15,755,374
(e) Financial Assets			
(i) Other financial assets	4	38,341,488	21,813,909
(f) Other non-current assets	5	20,466,435	23,643,577
Total non-current assets		411,805,386	435,098,956
(2) Current assets			
(a) Financial Assets			
(i) Trade receivables	6	289,952,479	190,479,062
(ii) Cash and cash equivalents	7	267,629,120	81,902,179
(iii) Other bank balances	8	4,857,000	224,102,897
(iv) Other financial assets	9	1,250,000,000	1,238,653,247
(b) Current tax assets (net)	10	14,970,329	53,114,356
(c) Other current assets	11	67,534,811	37,809,397
Total current assets		1,894,943,739	1,826,061,138
Total assets		2,306,749,125	2,261,160,094
EQUITY AND LIABILITIES			
Equity			
(a) Equity Share capital	12	366,500,000	366,500,000
(b) Other Equity	13	295,520,293	278,220,375
Total equity		662,020,293	644,720,375
Liabilities			
(1) Non-current liabilities			
(a) Financial Liabilities			
(i) Borrowings	14	-	-
(ii) Other financial liabilities	15	-	25,000
Total non-current liabilities		-	25,000
(2) Current liabilities			
(a) Financial Liabilities			
(i) Trade payables	16	217,657,572	149,626,856
(ii) Other financial liabilities	17	1,284,516,098	1,411,724,663
(b) Other current liabilities	18	142,555,162	55,063,200
Total non-current liabilities		1,644,728,832	1,616,414,719
Total liabilities		1,644,728,832	1,616,439,719
Total equity and liabilities		2,306,749,125	2,261,160,094

The accompanying notes are an integral part of these financial statements

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This is the Balance Sheet referred to in our report of even date

For and on behalf of CONCOR Air Limited

For Sanjeev Saxena & Co.
Chartered Accountants
Firm Registration No. : 005041N

(Sanjeev Saxena)
Partner
M. No. 084091

Date: 24-Apr-2018
Place: New Delhi



(P.K. Agrawal)
Director

(Deepak Kapoor)
Chief Executive Officer

(Tarak Raj Taneja)
Chief Finance Officer

(V. Kalyana Rama)
Chairman

(Jignesh Gagliani)
Company Secretary

CONCOR Air Limited
Statement of Profit and Loss
For the year ended March 31, 2018
(All amounts are in Rupees unless otherwise stated)

Particulars	Note No.	For the year ended March 31, 2018	For the year ended March 31, 2017
I Revenue from operations	19	4,498,696,404	3,685,180,669
II Other Income	20	143,932,078	169,558,171
III Total Income (I + II)		4,642,628,482	3,854,738,840
IV EXPENSES			
(a) Terminal and other service charges	21	3,720,541,813	3,048,753,679
(b) Finance cost	22	99,349,178	106,427,330
(c) Depreciation and amortization expense	23	55,060,908	50,028,485
(d) Other expenses	24	575,486,942	529,640,293
Total Expenses		4,450,438,841	3,734,849,787
V Profit/(loss) before tax (III - IV)		192,189,641	119,889,053
VI Tax Expense	25		
(a) Current tax		71,382,700	38,925,013
(b) Deferred tax		(4,426,135)	2,566,195
(c) Tax adjustments of earlier years (net)		3,610,458	45,838
Total tax expense		70,567,023	41,537,046
VII Profit/(loss) after tax (V - VI)		121,622,618	78,352,007
VIII Other comprehensive income		-	-
IX Total comprehensive Income for the period (VII + VIII)		121,622,618	78,352,007
X Earnings per equity share :			
(a) Basic		3.32	2.14
(b) Diluted		3.32	2.14

The accompanying notes are an integral part of these financial statements
This is the statement of profit and loss referred to in our report of
even date


1-37

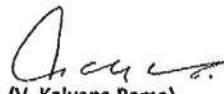
For and on behalf of CONCOR Air Limited

For Sanjeev Saxena & Co.
Chartered Accountants
Firm Registration No. : 005041N

(Sanjeev Saxena)
Partner
M. No. 084091




(P.K. Agrawal)
Director


(V. Kalyana Rama)
Chairman


(Deepak Kapoor)
Chief Executive Officer


(Tilak Raj Taneja)
Chief Finance Officer


(Jignesh Gaglani)
Company Secretary

Date: 24-Apr-2018
Place: New Delhi

CONCOR Air Limited
Statement of Balance sheet
As at March 31, 2017
(All amounts are in Rupees unless otherwise stated)

Particulars	Note No.	As at March 31, 2017	As at March 31, 2016	As at April 1, 2015
ASSETS				
(1) Non-current assets				
(a) Property, plant and equipment	2	358,085,392	1,486,664	1,716,928
(b) Capital work in progress	2	-	325,120,233	137,072,385
(c) Intangible assets	2.1	15,800,704	25,612,910	33,346,957
(d) Deferred tax assets (Net)	3	15,755,374	18,321,569	14,023,214
(e) Financial Assets				
(i) Other financial assets	4	21,813,909	1,113,191,277	1,000,214,103
(f) Other non-current assets	5	23,643,577	166,693,535	282,140,210
Total non-current assets		435,098,956	1,650,426,188	1,468,513,797
(2) Current assets				
(a) Financial Assets				
(i) Trade receivables	6	190,479,062	128,817,750	84,385,580
(ii) Cash and cash equivalents	7	81,902,179	60,471,971	370,379,204
(iii) Other bank balances	8	224,102,897	405,176,561	109,280,385
(iv) Other financial assets	9	1,238,653,247	7,406,477	8,244,354
(b) Current tax assets (net)	10	53,114,356	55,438,589	57,188,638
(c) Other current assets	11	37,809,397	7,476,265	16,622,534
Total current assets		1,826,061,138	664,787,613	646,100,695
Total assets		2,261,160,094	2,315,213,801	2,114,614,492
EQUITY AND LIABILITIES				
Equity				
(a) Equity Share capital	12	366,500,000	366,500,000	366,500,000
(b) Other Equity	13	278,220,374	230,746,212	103,426,468
Total equity		644,720,374	597,246,212	469,926,468
Liabilities				
(1) Non-current liabilities				
(a) Financial Liabilities				
(i) Borrowings	14	-	1,250,000,000	1,250,000,000
(ii) Other financial liabilities	15	25,000	24,680,818	15,499,784
Total non-current liabilities		25,000	1,274,680,818	1,265,499,784
(2) Current liabilities				
(a) Financial Liabilities				
(i) Trade payables	16	157,139,126	60,558,515	3,618,222
(ii) Other financial liabilities	17	1,404,212,394	293,011,433	298,002,275
(b) Other current liabilities	18	55,063,200	89,716,823	77,567,743
Total non-current liabilities		1,616,414,720	443,286,771	379,188,240
Total liabilities		1,616,439,720	1,717,967,589	1,644,688,024
Total equity and liabilities		2,261,160,094	2,315,213,801	2,114,614,492

The accompanying notes are an integral part of these financial statements

1 to 36

This is the Balance Sheet referred to in our report of even date

For and on behalf of CONCOR Air Limited

For Sanjeev Saxena & Co.
Chartered Accountants
Firm Registration No. : 005041N

(Dr. P. Alfi Rani)
Director

(V. Kalyana Rama)
Chairman

Sanjeev Saxena
Partner
M. No. 084091



Date:
Place: New Delhi

(Deepak Kapoor)
Chief Executive Officer

(R.K. Chand)
Chief Finance Officer

(Jignesh Gaglani)
Company Secretary

CONCOR Air Limited
Statement of Profit and Loss
For the year ended March 31, 2017
(All amounts are in Rupees unless otherwise stated)

Particulars	Note No.	For the year ended March 31, 2017	For the year ended March 31, 2016
I Revenue from operations	19	36851,80,669	33989,16,121
II Other Income	20	1695,58,171	1477,95,597
III Total Income (I + II)		38547,38,840	35467,11,718
IV EXPENSES			
(a) Terminal and other service charges	21	30487,53,679	27662,53,826
(b) Finance cost	22	1064,27,330	1163,75,000
(c) Depreciation and amortization expense	23	500,28,485	125,80,855
(d) Other expenses	24	5296,40,293	4230,71,421
Total Expenses		37348,49,787	33182,81,102
V Profit/(loss) before tax (III - IV)		1198,89,053	2284,30,616
VI Tax Expense	25		
(a) Current tax		389,70,851	833,53,623
(b) Deferred tax		25,66,195	(42,98,356)
Total tax expense		415,37,046	790,55,267
VII Profit/(loss) after tax (V - VI)		783,52,007	1493,75,349
VIII Other comprehensive Income		-	-
IX Total comprehensive Income for the period (VII + VIII)		783,52,007	1493,75,349
X Earnings per equity share :			
(a) Basic		2.14	4.08
(b) Diluted		2.14	4.08

The accompanying notes are an integral part of these financial statements
This is the statement of profit and loss referred to in our report of even date

1-36

For and on behalf of CONCOR Air Limited

For Sanjeev Saxena & Co.

Chartered Accountants

Firm Registration No. : 005041N

Sanjeev Saxena

Partner

M. No. 084091

Date:

Place: New Delhi



(Dr. P. Alli Rani)

Director

(V. Kalyana Rama)

Chairman

(Deepak Kapoor)

Chief Executive Officer

(R.K. Chand)

Chief Finance Officer

(Jignesh Gaglani)

Company Secretary

CONCOR AIR LIMITED - DOMESTIC SANTACRUZ AIR CARGO TERMINAL (SACT)

CHARGES APPLICABLE FOR SHIPPERS / CONSIGNORS / AGENTS

		Existing Tariff approved by AERA		Proposed Tariff		
Terminal Service Charges (TSP) per Kg (Inbound & Outbound)						
Sl. No.	Type of Cargo	Rate per kg (₹.)	Minimum Charges (₹.)	Rate per kg (₹.)	Minimum Charges (₹.)	Minimum Charges Applicable
1	General Cargo	0.9	100	1.08	120	Per AWB
2	Special(AVI)	1.8	200	2.16	240	Per AWB
3	PER/DGR/VAL	1.8	200	2.16	240	Per AWB
Demurrage Charges per KG (Inbound & Outbound)						
Sl. No.	Type of Cargo	Rate per kg (₹.)	Minimum Charges (₹.)	Rate per kg (₹.)	Rate per kg (₹.)	Minimum Charges Applicable
1	General Cargo	0.9	125	1.08	150	Per AWB
2	Special(AVI)	1.8	200	2.16	240	Per AWB
3	PER/DGR/VAL	1.8	200	2.16	240	Per AWB
Other Charges:						
Sl. No.	Type of Cargo	Rate per kg (₹.)	Minimum Charges (₹.)	Rate per kg (₹.)	Minimum Charges (₹.)	Minimum Charges Applicable
1	Courier Handling (Inbound & Outbound)	1.00	100 per AWB	1.2	120	Per AWB
2	Amendment of Airway Bill - per AWB (Outbound)	-	100 per AWB	-	120	Per AWB
3	Return Cargo Charges (Outbound)	-	100 per AWB	-	120.00 per AWB	Per AWB
4	Strapping Charges (Outbound)	-	10 per Bag.	-	12.00 per Bag.	Per BAG
5	In addition to the above, In the event of Mis-declaration of weight, following charges based on the difference will apply. (Inbound & Outbound)	2% to 5% Variation 1.30		2% to 5% Variation 1.56		
		More than 5% 3.25		More than 5% 3.90		
Proposed New Charge Category:						
Sl. No.	Type of Cargo	Rate per kg (₹.)	Minimum Charges (₹.)	Rate per kg (₹.)	Minimum Charges (₹.)	Minimum Charges Applicable
1	Express Handling (Inbound & Outbound)	-	-	2.16	240	Per AWB

NOTES (INBOUND & OUTBOUND CARGO)

- Consignment of Human Remains, Coffins including unaccompanied Baggage of the deceased and Human eyes will be exempted from the purview of TSP and Demurrage Charges.
- Free Period shall be one day (24hrs) for Consignee, Shipper's & Airlines.
- All bills will be rounded off to the next INR 5 as per rules.
- All charges above are excluding any taxes and levies and the same will be charged extra as per rules.
- The Charges will be levied on "Gross Weight" or "Chargeable Weight" whichever is higher. Wherever the Gross Weight or Volume Weight is indicated on Airwaybill and found more, Charges would be levied on "Actual Gross Weight" or Actual Volumetric Weight whichever is higher.
- Valuable consignment means "cargo with high declared value for example, rare and precious metal such as gold, platinum, Iridium, rhodium, ruthenium, osmium and palladium and their alloys / products; various precious stones, rubies, emeralds, sapphires, opals, jade articles, diamond, pearl and its jewellery / products; watches made of silver, gold or platinum, valuable documents including books, paintings, and antiques etc.; currency notes, securities, stamps and articles that have been declared with value of no less than 1000 US Dollars per kilogram of gross weight.




**CONCOR AIR LIMITED - DOMESTIC SANTACRUZ AIR CARGO TERMINAL (SACT)
CARGO HANDLING CHARGES FOR AIRLINES**

S.No.	Particulars	Existing Tariff approved by AERA		Proposed Tariff		Minimum Charges Applicable
		Minimum charges (₹.)	Per Kg. Charges (₹.)	Minimum charges (₹.)	Per Kg. Charges (₹.)	
	(A)	(B)	(C)			
1	Cargo Handling (Outbound / Inbound)	216	0.86	260	1.03	Per Flight
2.a	Screening by Airline Security	135	1.35	175	1.75	Per AWB
2.b	Screening not done by Airline			210	2.1	Per AWB
3	Transit Segregation	135	1.08	162	1.30	Per Flight
4	Transit Storage		1.08		1.30	NA
5	Documentation	216	1.08	260	1.30	Per Flight
	Additional Service					
6	DGR acceptance & check	1512		1814		Per AWB
7	Dry Ice acceptance & check	756		907		Per AWB
8	Live animal acceptance & check	1080		1296		Per AWB

NOTES (INBOUND & OUTBOUND CARGO)

1. Consignment of Human Remains, Coffins including unaccompanied Baggage of the deceased and Human eyes will be exempted from the purview of TSP and Demurrage Charges.
2. All bills will be rounded off to the next INR 5 as per rules
3. All charges above are excluding any taxes and levies and the same will be charged extra as per rules
4. The Charges will be levied on "Gross Weight" or "Chargeable Weight" whichever is higher. Wherever the Gross Weight or Volume Weight is indicated on Airwaybill and found more, Charges would be levied on "Actual Gross Weight" or Actual Volumetric Weight which ever is higher.
5. Valuable consignment means "cargo with high declared value for example, rare and precious metal such as gold, platinum, Iridium, rhodium, ruthenium, osmium and palladium and their alloys / products; various precious stones, rubies, emeralds, sapphires, opals, jade articles, diamond, pearl and its jewellery / products; watches made of silver, gold or platinum, valuable documents including books, paintings, and antiques etc.; currency notes, securities, stamps and articles that have been declared with value of no less than 1000 US Dollars per kilogram of gross weight.



Sanjeev Saxena & Co.
Chartered Accountants



Flat No. 110 GF, 4855/24,
Ansari Road, Daryaganj,
New Delhi-110002.
Tel: 011-23244855, 41004685

CONCOR AIR LTD. - DOMESTIC (SACT)

Form F16: Performance report for the tariff year
ACS Domestic FY 2016-17

Particulars	Actual for 2016-17	Actual for 2017-18
(1)	(2)	(3)
Total Revenue from Regulated Services (1)	299,343,334	385,468,719
Total Revenue from services other than Regulated Services (2)	-	-
Operating Expenditure (3)	274,877,357	338,342,980
Depreciation (4)	41,819,827	54,686,774
Total Expenditure (3) + (4) = (5)	316,697,184	393,029,754
Regulatory operating Profit (1) + (2) - (5) = (6)	(17,353,850)	(7,561,035)
Capital expenditure (7)	396,693,807	28,003,706
Opening RAB (8)	68,213,274	423,087,254
Disposals/ Transfers (9)	-	63,941
Closing RAB (8) + (7) - (9) = (10)	423,087,254	396,340,245
Average RAB (8) + (10)/2 = (11)	245,650,264	409,713,749
Return on Average RAB (6)/(11)	-7.06%	-1.85%
Total Volume (Cargo/Fuel throughput/ ATM) (12) (MT)	103,477	124,793
Actual yield per unit (12/1) (Rs. per MT)	0.000346	0.000324

Certified that the figures stated in certificate are as per audited financial statements.

Dated: 24.05.2018
Place : New Delhi

For Sanjeev Saxena & Co.
Chartered Accountants



(Sanjeev Saxena)
Partner

Name of Event : Stakeholders Meeting

Date: 13th October 2015

Annexure - IV

Sr.No	Name of Company	Name of Person	Contact/email ID	Signature
1	DACA AI	CC R.P. Shukla (Chief)	9654302200 hs@dacaai.com	
2	EDS International	Gaurav Ghuwalawala	7303428728 EDSCARGO@GMAIL.COM	
3	EDS International	Dattatray Parag	8652033335 dattatray.p@edscargo.com	
4	Surya Cargo forwarders	Pramod Pancholia	rm.bom@suryacargo.com 9870323200	
5	MIAL	Nirvitti Bhatt	nirvitti.bhatt@gvk.com 9702179171	
6	MIAL	D.V.S.R. Murthy	murthy.dhulipala@csirgvk.com 9828856230	
7	Index Logistics	N. J. Parekh	n.parekh@indexindia.com	
8	INDEX LOGISTICS	Sanjay Singh	sanjay@indexindia.in	
9	Index Logistics Pvt Ltd.	Dhrupdev Yadav	dhrupdev@indexindia.in	
10	MIAL	MANOJ SINGH	manoj.s@gvk.com	
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कॉनकोर एयर लि.
मुंबई

CAL/Mumbai/Domestic/MoM/2015/02

13th October, 2015

Minutes of Stakeholders Consultation Meeting with DACAAI Members.

A meeting was held on 13th October 2015 at Hilton Mumbai with DACAAI members to appraise them on the upcoming Santacruz Air Cargo Terminal (SACT) and consult them on the proposed tariff for domestic cargo handling at the said terminal. The meeting was chaired by Sh. Anil Sonawane, CEO/CAL. Sh. Manoj Singh VP-Cargo (MIAL) were special invitees. Apart from the above following persons also attended the meeting

SL.	Name of person	Organisation
	Custodian Representation	
1.	Sh. R.K Chand	CAL
2.	Sh. Dileshwar Gonnade	CAL
3.	Sh. Sushil Mulay	CAL
4.	Sh. Shirish Kamble	CAL
4.	Sh. Ganesh Sawardekar	CAL
5.	Sh. D.V.S.R. Murthy	MIAL
6.	Ms. Nivritti Bhatt	MIAL
	Domestic Air Cargo Agents	
1.	Col. R.P. Shukla - Secretary General	DACAAI
2.	Sh. Gaurav Ghuwalawala - Vice President (DACAAI)	M/s. EDS International
3.	Sh. Dattatray Parab	M/s. EDS International
4.	Sh. Pramod Pancholia	M/s. Surya Cargo
5.	Sh. N. J. Parek	M/s. Index Logistics
6.	Sh. Sanjay Singh	M/s. Index Logistics
7.	Sh. Dhrupdev Yadav	M/s. Index Logistics



Sh. Anil Sonawane (CEO-CAL) & Sh. Manoj Singh(VP-Cargo-MIAL) welcomed the stakeholders present. A presentation on the upcoming SACT facility and proposed tariff for said facility was given to the representatives of DACAAI by Sh. Anil Sonawane.

1. PRESENTATION:

Main highlights of the presentation were:

1.1 Salient features of upcoming SACT facility.

- Capacity to handle around 2 Lakhs M.T. cargo P.A.
- Multi-tier stacking racks at Inbound & Outbound warehouse.
- Palletization services for freighters.
- Single window Octroi facility.

CEO-CAL explained that CAL is making efforts to obtain special exemption from Octroi with which the procedural delays for outbound domestic air cargo could be avoided.

1.2 Infrastructure & facilities at SACT.

- 3000 Sq.Mtrs. Warehouse each for Inbound & Out bound cargo.
- 21 truck docks and parking space for 15 vehicles.
- Security equipment such as XBIS/ETD /HHMD &DFMD Machines for screening
- Handling equipment: Forklifts, tugs, BFL, trolleys etc.
- CCTV Surveillance System for entire area.
- Strong room & cold storage for both inbound and outbound cargo.
- BMT capacity weighing scales
- Fire hydrant system and fire extinguishers
- Computerized billing & Online payment facility to users
- Single window clearance
- Customer Facility: Canteen facility, Cold drinking water, air conditioned waiting hall, air-conditioned offices and counters etc.



- Packaging, Palletization and multi-stack warehousing for e-commerce & general cargo.

1.3 Flow chart of Operations:

The stakeholders were explained about the flow of cargo operations at SACT. They were appraised that entire cargo handling activities from unloading to loading for outbound cargo and vice-versa for inbound cargo shall be undertaken by CAL at SACT. For this around 500 labour are proposed to be deployed in addition to equipment such as trolleys, tugs, forklifts etc.

1.4 SACT purpose:

- There are 6 domestic airlines presently operational at Mumbai.
- Expected: Number will increase to 7-8 airlines in next 2-3 years.
- With growing trend of e-commerce / m-commerce, volumes in air cargo industry to increase manifolds.
- SACT to provide a state-of-art common user facility adjacent to the air side for stake holders.
- SACT to provide screening, consolidation, unitization, storage, transshipment etc. to the trade at a common place with option to select from multiple airlines.
- To provide direct access to cargo to the air side for connecting scheduled flights.

1.5 Increase in Labour Costs, CPI(IW), WPI and heavy investment in SACT:

Quoting figures for past years Increase in labour cost by 92% @ CAGR of 11.5% during past 6 years was demonstrated. Increase in CPI(IW) & WPI by 49% and 39% respectively over past 5 years was also demonstrated to the stakeholders. The airlines were informed that despite huge increase in costs the domestic tariff has not been increased over the past 7 years. Moreover, CAL has made investment of around 50 crores in various equipment and infrastructure facilities at SACT.

In view of this it was explained to the members that the proposed hike in tariff of around 20% is justified to cover-up the increased labour & other



costs and the investment so as to make SACT a financially feasible project in the mutual interest of the stakeholders and the custodian.

1.6 Proposed tariff:

Charge	Proposed Tariff (Rs.)	
	Per Kg.	Min.
TSP Charges – General Cargo	1.08	120
TSP Charges – Special Cargo (VAL/DGR/PER/AVI)	2.16	240
Demurrage Charges	1.08	150
Demurrage Charges (VAL/DGR/PER/AVI)	2.16	250
Additional Services		
Courier Handling	1.20	120
Amendment of AWB	120/AWB	
Return Cargo Charges (Outbound)	120/AWB	
Strapping Charges	12.00	-
Mis-declaration of Weight		
2% to 5% Variation	1.60	-
More than 5% Variation	4.00	-

2. POST-PRESENTATION DISCUSSION:

2.1. Site Visit: Sh. Manoj Singh informed that site visit will be organized for the domestic air cargo agents so as to explain the procedure and activities at SACT and take their valuable inputs.

2.2. Capacity of Vehicle Placement: Sh. Gaurav Ghuwalawala & Sh. Parekh enquired about vehicle placement for outbound cargo at Airside.

Sh. Anil Sonawane has informed that at present around 12 to 15 vehicles can be placed. Sh. Manoj Singh added that in addition to the vehicles a provision for ramp for trolley movement is also planned so that the trolleys can be brought inside the warehouse for loading. He further informed that a space for staging of airline vehicles/trolleys adjoining SACT at airside entry gate may be provided by MIAL so as to make the operations faster.



2.3. No. of X-ray Machines at SACT: Sh. Gaurav Ghuwalawala enquired about the number of X-ray machines to be provided at SACT.

Sh. Manoj Singh informed that total 08nos. of X-ray Machines will be installed at SACT. Sovika may start their freighter operations soon for which one X-ray machine of 145 x 160 cms may be installed.

2.4. SACT Operations: Sh. Manoj Singh & Sh. Anil Sonawane briefed the stakeholders that the new SACT facility is committed to give the best service and looking for paperless operations so that there is minimum human involvement to clear the cargo. Suggestion from trade members has also been sought in this regard.

2.5. Cargo Unloading: Sh. Manoj Singh has informed that cargo acceptance for Outbound cargo will be unloaded by CAL loaders only in case of cargo arrival on ready to carry basis with proper marking of AWB no., Sector etc. In case of mix cargo without marking of AWB no., the same will be unloaded and consolidated by agents and only after which cargo will be handled by CAL loaders further for weighment and screening.

2.6. Area inside the sterile hold: Sh. Gaurav Ghuwalawala enquired regarding the area available pre and post screening out of the total 3000 sq. meters in the outbound warehouse. Sh. Manoj Singh informed that pre & post screening area is in the ratio of approx. 35:55.

2.7. Sh. Gaurav enquired about auto debit of applicable charges to PD Account of agents for faster transaction and avoid generation of multiple receipts. He suggested that instead of generating receipts for each transaction single invoice may be generated at the end of the day's operations.

Sh. Manoj Singh informed that CAL will be implementing a new advanced software at SACT. The software will be interfaced with international cargo system. The suggestion regarding auto debit and single invoice for whole day transactions instead of receipts for each transaction may be explored.

2.8. Consent on Tariff hike: The members were explained though CPI(IW) and WPI have increased by 49% & 39% during the past 5 years there has been no corresponding increase in the Domestic tariff which has remained constant over the



past 7 years. The Labour cost which is one of the major component of OPEX has increase at a CAGR of 11.5% over the past 6 years. In addition to this a huge investment of around 50 crores in the said project makes a tariff hike of around 20% justified.

The stakeholders agreed that there was a steep increase in the costs, however they wanted to consult other members of DACAAI prior to giving consent to the increase in domestic cargo handling rates for which a time of 7-8 days would be required by them.

Sh. Gaurav Ghuwalawala requested for exploring whether charge could be collected under a single head for inbound cargo and outbound cargo, thereby eliminating the multiple charges and ease in accounting to the end customer. He expressed that even the charges being charged to airlines may be included under the single head of inbound charge and outbound charge and may be debited to the PD Account of the agents or collected over the counter.

Sh. Manoj Singh informed that the feasibility of such single charge shall be assessed. A meeting may have to be called with all the stakeholders to understand their views on this concept.

The meeting was concluded by CEO, CAL with a vote of thanks to all present.

For CONCOR Air Ltd.


(Anil Sonawane)

Chief Executive Officer.

CC:

AERA

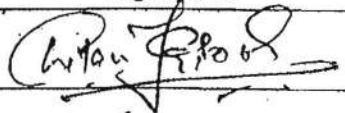
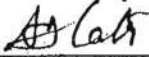
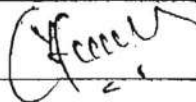
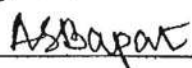
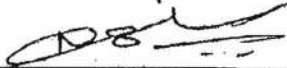
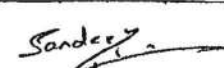
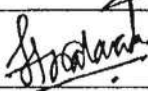
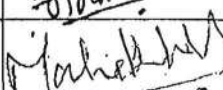
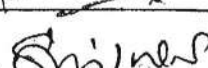
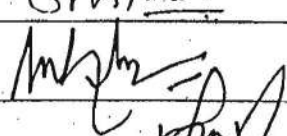

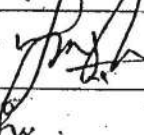

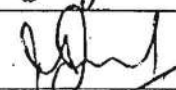

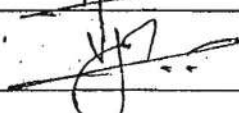
MIAL

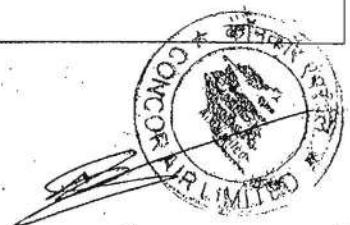
DACAAI - All members.



Name of Event : Stakeholders Meeting

Date : 7th Oct'2015

Sr.No	Name of stakeholder	Name of person	Signature
1.)	INDIGO Cargo	MA. Chetan Kapoor	
2.)	INDIGO Cargo	MR. Alkesh. Patel	
3.)	INDIGO Cargo	MR. Vikrant Cholekar	
4.)	Sovika Aviation	MS Aarti. Bapat	
5.)	Sovika Aviation	Mr Hans	
6.)	Vistara	MS Sandeep Pundit	
7.)	GO AIR-	Sangeam Malawade	
8.)	DELEX CARGO INTL LTD	MAHIN HARSHA. KARDHAN	
9.	DELEX CARGO	SUNILDINH. PANAPIL	
10	SPICEJET	K. SIVAKUMAR	
		R M - WEST	
11	SPICEJET	RAS PRADIP SINGH	
12.	MIAL	SANJIV BHARGAVA	
13	MIAL	MANOJ SINGH	
14	MIAL	MAHILVANAN. J	
15	MIAL	D.V.S.R. MURthy	



कॉनकोर एयर लि.
मुंबई

CAL/Mumbai/Domestic/MoM/2015/01

07th October, 2015

Minutes of Stakeholders Consultation Meeting with Airlines.

A meeting was held on 07th October 2015 at Hilton Mumbai with Domestic Airlines & their Ground Handling Agents (GHA) to appraise them on the upcoming Santacruz Air Cargo Terminal (SACT) and consult them on the proposed tariff for the said terminal. The meeting was chaired by Sh. Anil Sonawane, CEO/CAL. Sh. Manoj Singh VP-Cargo (MIAL) & Sh. Sanjiv Bhargava VP-Regulatory (MIAL) were special invitees. Apart from the above, the following persons also attended the meeting.

SL	Name of person	Organisation
	Custodian Representation	
1.	Sh. Dayanand Mestry	CONCOR
2.	Sh. Sushil Mulay	CAL
3.	Sh. Anil Dhurve	CAL
4.	Sh. D.V.S.R. Murthy	MIAL
5.	Sh. Mayilvanan T.	MIAL
	Airline Representation	
1.	Sh. Chetan Kapoor	Indigo Cargo
2.	Sh. Alkesh Patel	Indigo Cargo
3.	Sh. Vikrant Gholekar	Indigo Cargo
4.	Ms. Aarti Bapat	Sovika Aviation
5.	Sh. Hans	Sovika Aviation
6.	Sh. Sandeep Pundit	Vistara
7.	Sh. Sangram Nalwade	Go Air
8.	Sh. Mahin Harsha Vardhan	Delex Cargo
9.	Sh. Sunilduth Panapil	Delex Cargo
10.	Sh. K. Sivakumar	Spicejet
11.	Sh. Raj Pratap Singh	Spicejet



Sh. Anil Sonawane (CEO-CAL) & Sh. Manoj Singh (VP-Cargo-MIAL) welcomed the guests. A presentation on the upcoming SACT facility and proposed tariff for said facility was given to the representatives of airlines by Sh. Anil Sonawane.

1. PRESENTATION:

Main highlights of the presentation were:

1.1 Salient features of upcoming SACT facility.

- Capacity to handle around 2 Lakhs M.T. cargo P.A.
- Multi-tier stacking racks at Inbound & Outbound warehouse.
- Palletization services for freighters.
- Single window Octroi facility.

CEO-CAL explained that CAL is making efforts to obtain special exemption from Octroi, with which the procedural delays for outbound domestic air cargo could be avoided.

1.2 Infrastructure & facilities at SACT.

- 3000 Sq.Mtrs. Warehouse each for Inbound & Out bound cargo.
- 21 truck docks and parking space for 15 vehicles.
- Security equipment such as XBIS/ETD /HHMD &DFMD Machines for screening
- Handling equipment: Forklifts, tugs, BFL, trolleys etc.
- CCTV Surveillance System for entire area.
- Strong room & cold storage for both inbound and outbound cargo.
- 3MT capacity weighing scales
- Fire hydrant system and fire extinguishers
- Computerized billing & Online payment facility to users
- Single window clearance
- Customer Facility: Canteen facility, Cold drinking water, air conditioned waiting hall, air-conditioned offices and counters etc.
- Packaging, Palletization and multi-stack warehousing for e-commerce & general cargo.



2.3. Frequency of tariff revision: Ms. Aarti Bapat of Sovika Aviation enquired regarding the period for the revised tariff and about frequency of tariff revision.

Sh. Sanjiv Bhargava, VP(Regulatory), MIAL informed that though the tariff will be normally for a period of one year and any future escalations will depend up on the market conditions. However, he assured that any proposed change will be with consultation with the stakeholders and approval of Airport Economic Regulatory Authority (AERA).

2.4. Value added services: Sh. Chetan Kapoor of Indigo Cargo enquired whether CAL would provide Manifestation, documentation and similar value added services.

Sh. Manoj Singh informed that a new software is being developed which will be interlinked with the international cargo management software – GALAXY as well as airline software. This will enable easier transshipment cargo flow and data exchange between airline and CAL enabling speedier operations. Manifestation and documentation facility may also be provided once airline software and CAL software are interlinked.

Sh. Siva kumar from Spicejet enquired about the rates for value added services. Sh. Anil Sonawane, informed that it will be decided by CAL when such services are provided.

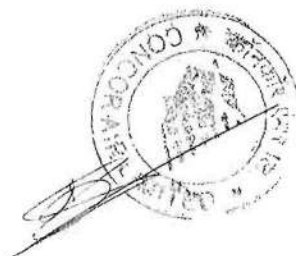
2.5. Strong Room facility: Sh. Chetan Kapoor of Indigo Cargo raised concern over the size of the strong room as according to him it would not suffice the requirement.

Sh. Anil Sonawane informed that the strong room are available on both the floors (inbound and outbound) & Sh. Manoj Singh added that strong room will be utilized only for storing of valuable cargo and vulnerable cargo like mobile phones will not be stored in strong room.

2.6. Phasewise Sifting of operations: Sh. Chetan Kapoor of Indigo Cargo questioned regarding the plan for phase wise implementation of operations at SACT. Sh. Manoj Singh informed that airlines who wish to come forward willingly to pioneer the air cargo operations at SACT can come forward. However, if no one gives their willingness CAL and MIAL shall decide jointly. He however, clarified that there would be no preferential treatment to the airline that moves to SACT first and all will be treated at par.

2.7. Volumetric weight: Sh. Siva kumar of Spicejet enquired about the provision for taking the volumetric weight. Sh. Anil Sonawane informed that CAL is looking into options of getting advance weight-volume machines for accurate and faster weighment.


2.8. Rates for office space: Sh. Chetan Kapoor of Indigo Cargo enquired about the rent for office space. Sh. Anil Sonawane informed that rates for office space will be decided soon and be communicated to the airlines.



2.9. Consent for tariff hike: Though the airlines agreed that there were substantial escalation to the labour charges, WPI (IW) , CPI and other expenses in a metro city like Mumbai, they informed that they would revert on their view on escalation to domestic tariffs after discussing with their management within 3 or 5 days. Sh. Anil Sonawane informed the stakeholders that the labour cost in Mumbai is one of the highest in India and considering the fact that domestic air cargo handling is a labour oriented activity for which around 500 manpower (300 additional) will be required at SACT for domestic cargo handling, the revision in rates is called for to keep the project financially viable for CAL and to enable CAL to keep up to maintain the service levels.

The meeting was concluded by CEO, CAL with a vote of thanks to all present.

For CONCOR Air Ltd.



(Anil Sonawane)

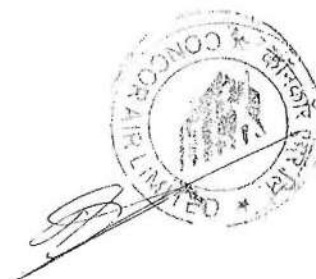
Chief Executive Officer.

CC:

AERA

MIAL

All Airlines / Airline GHA at CUT, Marol



1.6 Proposed tariff:

Charge	Proposed Tariff (Rs.)	
	Per Kg.	Min.
Airline Charge (Handling)	0.96	240 / flight
Screening & Usage Charges	1.75	175 / AWB
Screening by R.A.	2.10	210 / AWB
Transit Segregation	1.20	150 / Flight
Transit Storage	1.20	N.A.
Documentation	1.20	240
Additional Services		
DGR acceptance & Check	1680 per AWB	
Dry ice acceptance & Check	840 per AWB	
Live animal acceptance & Check	1200 per AWB	

2. POST-PRESENTATION DISCUSSION:

2.1. Octroi formalities : Sh. Anil Sonawane & Sh. Manoj Singh informed that CAL and MIAL together are planning a trade friendly measure by minimizing the Octroi procedure for outbound domestic cargo. This initiative will help in diverting air cargo from other modes of transportation and nearby airports such as Pune, in-turn fetching more business for the airlines at Mumbai.

2.2. RA Facility at SACT: Sh. Manoj Singh informed that there are two options at SACT for screening of cargo viz; i) Screening by airline security (where CAL will collect usage charges) and ii) Screening by CAL or its nominated Regulated Agent (RA).

He informed the airlines that CAL and MIAL are open for both the options and asked the individual airlines for their views.

Sh. Chetan Kapoor from Indigo Cargo informed that they would prefer RA facility by the custodian. However, Ms. Aarti Bapat of Sovika Aviation (GHA for Vistara) and Sh. Sivakumar of Spicejet informed that they had their own security arrangements for screening of cargo and would prefer to continue with the same. Sh. Sangram Nalawade of Go Air informed that he would check and revert regarding the same.

Sh. Manoj Singh requested the airlines to have a consensus and inform their decision within a weeks' time since both options will not be permitted together at the same facility by BCAS. Further, it would also not be operationally feasible in a common user terminal.



M/s CONCOR -DOMESTIC

Annual Compliance Statement

Rs. in Crs.

Sl. No.	Performance report for the years	2013-14	2014-15	2015-16	2016-17	2017-18
1	Regulated revenue:	14.54	19.24	20.12	29.93	38.54
2	Regulated Service-Cargo Handling	14.54	19.24	20.12	29.93	38.54
3	Other than Regulated Services	2.59	1.43	0.99	0	0
4	Total Revenue{(1)+(3)}	17.12	20.67	21.12	29.93	38.54
	Expenditure					
5	Operating Expenditure	12.44	14.77	16.56	27.48	33.83
6	Depreciation	0.15	0.18	0.3	4.18	5.46
7	Total Expenditure{(5)+(6)}	12.58	14.95	16.86	31.66	39.29
8	Operating Profit{(4)-(7)}	4.54	5.72	4.26	-1.73	-0.75
9	Capital Expenditure	5.06	0.28	0.39	39.66	2.8
10	Opening RAB	1.71	6.63	6.72	6.82	42.3
11	Disposals/ Transfers	-		-		
12	Depreciation	0.15	0.18	0.3	4.18	5.46
13	Closing RAB{(9+10-11-12)}	6.63	6.72	6.82	42.3	39.64
14	Average RAB{(10+13)/2}	4.17	6.68	6.77	24.56	40.97
15	Return on Average RAB {(8)/(14)}	109%	86%	63%	-7.04%	-1.83%
16	profit margin	27%	28%	20%	-6%	-2%
17	Total Volume(MT)	57673	69188	73206	1,03,477	124793

M/s Concor Air Limited.

Proposed ATP for the FY2018-19, FY 2019-20 and FY20-21 from the date of issue of this order.

Domestic Cargo Payable by Shippers/Consignors/Agents

A) Inbound Charges

Sl No	Particulars	Current Rate (in Rs.)		11% Increase in FY2018-19		NO Increase in FY2019-20		No Increase in FY2020-21	
		Minimum	Rate per kg	Minimum	Rate per kg	Minimum	Rate per kg	Minimum	Rate per kg
1	Terminal Charges								
	(Terminal Charges inclusive of Offloading/Loading/Shifting & Forklift Usage)								
1.a	General Cargo	100.00	0.90	111.00	1.00	111.00	1.00	111.00	1.00
1.b	Special (AVI)	200.00	1.80	222.00	2.00	222.00	2.00	222.00	2.00
1.c	PER/DGR/VAL	200.00	1.80	222.00	2.00	222.00	2.00	222.00	2.00
2	Courier Handling	100.00	1.00	111.00	1.11	111.00	1.11	111.00	1.11
3	In addition to the above, in the event of Mis-Declaration of Weight, following charges based on the difference will apply.								
3.a	2%-5% variation	1.30		1.44		1.44		1.44	
3.b	More than 5%	3.25		3.61		3.61		3.61	

Outbound Charges

Sl No	Particulars	Current Rate(in Rs.)		11% Increase in FY2018-19		NO Increase in FY2019-20		No Increase in FY2020-21	
		Minimum	Rate per kg	Minimum	Rate per kg	Minimum	Rate per kg	Minimum	Rate per kg
1	Standard Charges for processing and handling								
	(Terminal Charges inclusive of Offloading/Loading/Shifting & Forklift Usage)								
1.a	General Cargo	100.00	0.90	111.00	1.00	111.00	1.00	111.00	1.00
1.b	Special (AVI)	200.00	1.80	222.00	2.00	222.00	2.00	222.00	2.00
1.c	PER/DGR/VAL	200.00	1.80	222.00	2.00	222.00	2.00	222.00	2.00
2	Courier Handling	100.00	1.00	111.00	1.11	111.00	1.11	111.00	1.11
3	Amendment of Airway Bill	100.00		111.00		111.00		111.00	
4	Return Cargo Charges(Per AWB)	100.00		111.00		111.00		111.00	
5	Strapping Charges	10.00		11.10		11.10		11.10	
6	In addition to the above, in the event of Mis-Declaration of Weight, following charges based on the difference will apply.								
6.a	2%-5% variation	1.30		1.44		1.44		1.44	

6.b	More than 5%	3.25	3.61	3.61	3.61
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Domestic Cargo-Payable by Airlines

Sl No	Particular	Rate per kg	Min Charges	Minimum Charges	11% Increase in FY2018-19		NO Increase in FY2019-20		No Increase in FY2020-21	
1	Cargo Handling Charges	0.86	216	per flight	0.95	239.76	0.95	239.76	0.95	239.76
2	Screening Charges	1.35	135	per AWB	1.50	149.85	1.50	149.85	1.50	149.85
3	Transit Segregation	1.08	135	per flight	1.20	149.85	1.20	149.85	1.20	149.85
4	Transit Storage	1.08			1.20	0.00	1.20	0.00	1.20	0.00
5	Documentation Charges	1.08	216	per flight	1.20	239.76	1.20	239.76	1.20	239.76
	Notes:									
	Additional Services & Charges									
	DGR Acceptance Check		1512	Per AWB	1678.32		1678.32		1678.32	
	Dry Ice acceptance Checklist		756	Per AWB	839.16		839.16		839.16	
	Live Animal Acceptance		1080	Per AWB	1198.80		1198.80		1198.80	

Demurrage Charges- Payble by Shippers/Consignors/agents/airlines.

(A) Import Cargo

Sr. No.	Types of Cargo	Period	Rate per Kg per day	Minimum Rates Per Consignment	11% Increase in FY2018-19		NO Increase in FY2019-20		No Increase in FY2020-21	
1	General Cargo	Upto 120 hrs. including free	1.30	295.00	1.44	327.45	1.44	327.45	1.44	327.45
		Between 120 hrs. and 720 hrs.	260.00		288.60		288.60		288.60	
		Beyond 720 hrs.	3.90		4.33		4.33		4.33	
2	Special Cargo	Upto 120 hrs. including free	2.60	580.00	2.89	643.80	2.89	643.80	2.89	643.80
		Between 120 hrs. and 720 hrs.	5.20		5.77		5.77		5.77	
		Beyond 720 hrs.	7.80		8.66		8.66		8.66	
3	Valuable Cargo	Upto 120 hrs. including free	5.20	1160.00	5.77	1287.60	5.77	1287.60	5.77	1287.60
		Between 120 hrs. and 720 hrs.	10.40		11.54		11.54		11.54	
		Beyond 720 hrs.	15.60		17.32		17.32		17.32	

Demurrage Charges- Payble by Shippers/Consignors/agents/airlines.

(B) Export Cargo

Sl. No.	Types of Cargo	Rate Per Kilogram per day	Minimum rate per	11% Increase in FY2018-19		NO Increase in FY2019-20		No Increase in FY2020-21	
1	General	72.00	120.00	79.92	133.20	79.92	133.20	79.92	133.20
2	Special	1.43	235.00	1.59	260.85	1.59	260.85	1.59	260.85
3	Perishable	(a) Rs.2.43 Wherever state of Art facility is provided	235.00	2.70	260.85	2.70	260.85	2.70	260.85
		(b) Rs. 0.72 Wherever exclusive facility is not provided	120.00	0.80	133.20	0.80	133.20	0.80	133.20

Demurrage Charges/ Storage - Payable by Shipper/consignors/agents/airlines

A) Inbound

Sl. No.	Particular	Minimum Rates	Rates per Kg	11% Increase in FY2018-19		NO Increase in FY2019-20		No Increase in FY2020-21	
1	General	125.00	0.90	138.75	1.00	138.75	1.00	138.75	1.00
2	Special	200.00	1.80	222.00	2.00	222.00	2.00	222.00	2.00
3	Per/DGR/VAL	200.00	1.80	222.00	2.00	222.00	2.00	222.00	2.00

B) Outbound

Sl. No.	Particular	Minimum Rates	Rates per Kg	11% Increase in FY2018-19		NO Increase in FY2019-20		No Increase in FY2020-21	
1	General	125.00	0.90	138.75	1.00	138.75	1.00	138.75	1.00
2	Special	200.00	1.80	222.00	2.00	222.00	2.00	222.00	2.00
3	Per/DGR/VAL	200.00	1.80	222.00	2.00	222.00	2.00	222.00	2.00

Note (INBOUND & OUTBOUND CARGO)

- 1 Consignment of Human Remain, Coffins including unaccompanied Baggage of the deceased and Human eyes will be exempted from the Purview of TSP and Demurrage Charges.
- 2 Free Period for Demurrage Charges shall be as per Govt. norms.

- 3 All bills will be rounded off to the next INR 5 as per rules.
- 4 All Charges above are excluding any taxes and levies and the same will be charged extra as per rules.
- 5 All charges will be levied on "Gross Weight" or "Chargeable Weight" whichever is higher. Wherever the gross weight or volume weight is indicated on Airwaybill and found more, Charges would be levied on "Actual Gross Weight" or Actual Volumetric Weight which ever is higher.
- 6 Valuable consignment means "cargo with high declared value for example, rare and precious metal such as gold , Platinum, iridium, rhodium, ruthenium, osmium and palladium and their alloy/products; various precious stone, rubies, emeralds, sapphires, opals, jade articles, diamond, pearl and its jewellery/product; watches made of silver, gold or platinum, valuable documents including books, paintings, and antiques etc; currency notes, securities, stamps and articles that have been declared with value of no less than 1000 US Dollars per kilogram of gross weight.