

Consultation Paper No. 17/2019-20



Airports Economic Regulatory Authority of India

TO CONSIDER THE MULTI YEAR TARIFF PROPOSAL AND ANNUAL TARIFF PROPOSAL FOR FOURTH AND FIFTH TARIFF YEAR (FY 2019-20 & 2020-21) FOR THE SECOND CONTROL PERIOD IN RESPECT OF M/s GLOBE GROUND INDIA PRIVATE LIMITED FOR PROVIDING GROUND HANDLING SERVICE AT RAJIV GANDHI INTERNATIONAL AIRPORT, HYDERABAD.

New Delhi: 05th February, 2020

**AERA Building
Administrative Complex
Safdarjung Airport**

1. Brief Background:

- 1.1 M/s Globe Ground India Private Limited (GGI) is one of the Ground Handling agency appointed by GMR Hyderabad International Airport Limited (GHIAL) for carrying out ground handling service at Rajiv Gandhi International Airport, Hyderabad. M/s GGI is new entrant at Hyderabad Airport. GGI has been selected by GHIAL for providing ground handling services and has entered into a concession agreement on 22nd March, 2019. M/s GGI has commenced its commercial operations of the ground handling services at Hyderabad Airport from 1st April, 2019. Duration of the concession agreement is 10 (ten) years from the date of the commencement of the operations.

2. MYTP/ATP submissions made by M/s Globe Ground India Private Limited for the second control period

- 2.1 M/s GGI, vide letter dated 19.07.2019, 14.08.2019 has submitted its Multi Year Tariff Proposal (MYTP) and Annual Tariff Proposal (ATP) for fourth and fifth tariff year (FY 2019-20 and 2020-21) for determination of tariff for rendering ground handling services at Hyderabad Airport, copy of the concession agreement with the Airport Operator and copies of some user agreements with the airlines.
- 2.2 Further, M/s GGI vide letter dated 03.09.2019, submitted bifurcation of the proposed rates in the ATP viz. Ramp, passengers and comprehensive handling, copies of some user agreements with the airlines, and revised Annual Tariff proposal (ATP) with increase in rates for 4th and 5th tariff year (**Annexure-I collectively**). Further GHIAL vide letter dated 28.12.2019 and M/s GGI vide letter dated 24.01.2020 have submitted a copy of the amendments made in some clauses of the concession agreement replacing the ceiling prices with minimum guaranteed amount for each category of the aircrafts.
- 2.3 MYTP/ATPs submitted by GGI will be considered according to second control period as decided in respect of Hyderabad Airport i.e. from 01.04.2016 to 31.03.2021.
- 2.4 Details of the proposal and examination of the MYTP/ATP submitted by GGI are given hereunder:

1	Name of the ISP	M/s Globe Ground India Private Limited
2	Service	Ground Handling Service.
3	Airport	Rajiv Gandhi International Airport, Hyderabad
4	Proposal under consideration	a) MYTP for the second control period (01.04.2016 to 31.03.2021). b) ATPs for 4 th and 5 th Tariff Years (FY 2019-20 and FY 2020-21) of the second control period. NB. New ISP commenced ground handling service from 1 st April, 2019.

5	(i)Year of Last Revision of rates with % (+/-).	New ISP	
6	Regulatory Approach in first control period.	New ISP, Tariff is yet to be regulated.	
7	(i) Tariff Comparison for GGI- Existing Rates vs. Proposed Rates. (ii) Tariff Comparison GGI vs. Competitors.	(i) Tariff yet to be determined by AERA. GGI has submitted ATP for the first time for 4 th and 5 th tariff year. M/s GGI has proposed 5.5 % increase in the rates (in international passenger/Freight flights) for 5 th tariff year. (ii) Competitors are M/s Celebi Airport Services India Private Limited (newly appointed) and M/s Air India SATS apart from GGI itself.	
8	(i) Annual Compliance Statement with key parameters Revenue, Expenditure, Operating Profit, CAPEX, PBT & PAT, Volume. (ii) Audited Balance Sheet for the FY 2016-17	New ISP. Commenced operations from 1 st April, 2019 only.	
9	Whether copy of User Agreements provided by the GGI.	Copies of some user agreements with airlines have been furnished.	
10	Evidence of Stakeholder Consultation done by GGI with reference to their proposed MYTP/ATP submitted to AERA.	1. List of Stakeholders	GGI has furnished a copy of Minutes of Meeting for convening stakeholder consultation meeting held on 11.06.2019 on the ATP proposed.
		2. Meeting Notice	
		3. Minutes of the meeting with the attendance sheet of the participants.	
		4. Comments of the Stakeholders	
		5. Redressal of stakeholder's concerns, if any,	
11	Validity of the Concession Agreement	Duration of the Concession agreement is 10 years w.e.f. 01.04.2019.	

12	Concession fee payable to the Airport Operator.	Revenue Share -Scheduled Domestic flights: 1 st year 3%, 2 nd year 4%, 3 rd tariff year 5% and 4 th to 10 th year 6%. -RCS Flights: First 3 years- Nil (for first 3 years) -Scheduled International Flights: Higher of the following: 24% of the Gross revenue or Minimum Guaranteed Amount as mentioned in the related clause of the agreement (amended) -General Aviation: same as applicable to the scheduled international flights -Others: 13% NB: Maximum 13% of Gross Revenue from (i) Scheduled International Flights (ii) General Aviation (iii) Income accruing from activities other than Scheduled Domestic flights, RCS flights, Scheduled International Flights and General aviation can be considered as the pass through expenditure for the purpose of determination of tariff under extant regulatory framework.	
13	Examination of the proposal as per the “Light Touch” approach parameters provided in the CGF Guidelines, 2011.	Parameter	Status
		1. Materiality Index (MI)	Material
		2. Competition	Competitive
		3. Reasonableness of user agreements.	Copies of some user agreements with airlines submitted.

- 2.5 M/s GGI has submitted its MYTP along with all the requisite Forms. GGI has submitted Annual Tariff Proposal for 4th and 5th tariff year (FY 2019-20 and 2020-21). In the proposal GGI has proposed an increase of 5.5% (in international passenger/Freight flights) for 5th tariff year over previous year.
- 2.6 M/s GGI has submitted the copy of the concession agreement with GHIAL wherein tentative ceiling rates of tariff has been given. However GHIAL vide letter dated 28.12.2019 has amended this clause of the agreement wherein it is mentioned that Minimum Guaranteed Amount will be payable by the concessionaire to GHIAL per each aircraft handled by the concessionaire.

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, finalised 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) **Stage 1: Materiality:**

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

The materiality index at Hyderabad Airport= 18361/330467 X 100

$$= 5.56\%$$

The percentage share of Ground handling for Hyderabad Airport 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:** As per clause 5 of the CGF 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’. However 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 GGI in Form F1(b) on competition Assessment, Air India SATS and Celebi Airport Services India Private Limited (newly appointed) are the other service provider(s) rendering similar service at Hyderabad Airport. Hence in the instant case, there are three Ground handling service providers including GGI, Therefore service is deemed ‘**Competitive**’

- c) **Stage 3: Reasonableness of existing User Agreement(s):** M/s GGI has submitted copies of two user agreements with Airlines viz. M/s Cathay Pacific and Qatar Airways.
- d) As per Clause 3.2 (i) of the Guidelines, wherever the regulated service provided is ‘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.

4. Authority's Examination on the proposal.

- 4.1 The ground handling services rendered by M/s Globe Ground India Private Limited at Hyderabad Airport are aeronautical services in terms of section 2(a) of the Airports Economic Regulatory Authority of India Act, 2008 and under section 13 (1)(a) of the Act, the Authority is required to determine tariff for aeronautical services.
- 4.2 The ground handling service provided by M/s GGI at Hyderabad Airport is "**Material but Competitive**". Therefore the Authority will consider to adopt '**Light Touch Approach**' for determination of tariffs for the remaining duration of the second control period.
- 4.3 M/s GGI has submitted ATP for the first time for 4th and 5th tariff year. M/s GGI has proposed tariff(s) for 4th tariff and 5.5% increase in tariff (in international passenger/Freight flights) for 5th tariff year over previous year.
- 4.4 M/s GGI has submitted copy of Minutes of Meeting with stakeholders held on 11.06.2019 for conducting user consultation on the proposed ATP which are inconclusive.
- 4.5 From the submissions made by GGI towards MYTP/ATPs, the Authority also observed that:
- a) During FY 2019-20, the total projected revenue is Rs 26.99 crore, for FY 2020-21, projected revenue is 28.57 crores and for FY 2021-22 it is Rs 31.08 crores. Growth in the total projected revenue is 5.85% in FY 2020-21 and 8.78% in FY 2021-22. Further GGI has shown loss of Rs 2.32 crores in FY 2019-20, loss of Rs 0.55 crores in FY 2020-21 and profit (after Tax) Rs 1.26 crores in FY 2021-22 in the projections.
 - b) Projected capital expenditure for FY 2019-20 is Rs 63.13 crores for FY 2019-20.
 - c) In the projections for volumes, GGI has projected growth rate of 9% for domestic flights and 11% for international flights during FY 2020-21 over previous year.
- 4.6 The Authority observed that M/s Globe Ground India has commenced its ground handling services at Hyderabad airport from 1st April, 2019 only. As per the projections made in financial statements by GGI, there is a growth in revenue. There is growth in volumes also in projections. Losses are shown in initial two financial years i.e. FY 2019-20 and 2020-21 while from FY 2021-22 onward they have projected profits. Hence the Authority feels that the rates as proposed by M/s GGI for 4th and 5th tariff year may be considered. However these rates will be reviewed after receiving the actual financials/ Annual Compliance report from M/s GGI. The proposed tariff(s) shall be applicable prospectively.

5. Proposal

The Authority, after careful consideration of the MYTP and the ATPs (for FY 2019-20 & 2020-21) for second control period (01.04.2016 to 31.03.2021) submitted by M/s GGI makes the following proposal for stakeholder consultation:

- 5.1 The service for ground handling being rendered M/s Globe Ground India Private Limited is “**Material but Competitive**”. Therefore the Authority proposes to adopt ‘**Light Touch Approach**’ for determination of tariffs for the remaining period of the second control period (01.04.2016 to 31.03.2021).
- 5.2 It is proposed to allow M/s Globe Ground India Private Limited to levy the tariffs as proposed by them for 4th tariff year and 5th tariff year (FY 2020-21) as per the tariff cards enclosed at **Annexure II and III** respectively. The tariff shall be applicable prospectively.
6. 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.
7. The Authority welcomes written evidence-based feedback, comments and suggestions from stakeholders on the proposal made in **para 5** above latest by **25.02.2020** at the following address:

Director (P & S)
Airports Economic Regulatory Authority of India,
AERA Building,
Administrative Complex,
Safdarjung Airport,
New Delhi- 110003
Email: krishan.ram@aera.gov.in
Gita.sahu@aera.gov.in
Tel: 011-24695042
Fax: 011-24695039

(Chairperson)



GlobeGround India

ANNEXURE -I

भारतीय विमानपत्तन आर्थिक विनिर्मायक प्राधिकरण
सफदरजंग एयरपोर्ट, नई दिल्ली-110003

19th July, 2019

The Secretary
OSD II
AERA Building Administrative Complex
Safdarjung Airport
New Delhi 110003

प्राप्त
डायरी नं० 13997
तारीख 19/07/19

Subject : Submission of " Online submission of MYTP and Annual Tariff Proposals" of GlobeGround India Private Limited for its Ground handling operations at Rajiv Gandhi International Airport (RGIA), Hyderabad for 4th Tariff year of Second Control Period

Dear Sir/Mam

This is in continuation to our earlier letter dated 18th March, 2019, submitted at your good office on even date regarding "On-Line submission of Tariff Proposals" for Rajiv Gandhi International Airport, Hyderabad Airport. Since we have not received the user ID & password till now, we would like to request AERA Authority to allow our said submission of MYTP & ATP for 4th year of Second Control Period in manual form for tariff approval process.

In order to aforesaid, we are hereby enclosing the following documents for your kind consideration for tariff determination & approval process-

S.No.	Description of documents	Page Nos.	Page Count
1.	Complete Set of Multi Year Tariff Proposal (MYTP) – Form F1 to F 21	42	1-42
2.	Form B and Annual Tariff Proposal (ATP) in Form 14 (b) for 4 th year of Second control period (already submitted dtd 18/3/19)	3	43-44a
3	Minutes of meeting along with Attendance sheet of Stake Holder Consultation organized by GGI at Hyderabad	2	45-46
4	Copy of award letter issued by GHIAL	5	47-51
5.	Copy of Ceiling Rates issued by GHIAL	2	52-53
5.	Sample copies of user agreements	14	54-67
6.	Copy of rental agreement with GHIAL	3	68-70

All the above mentioned documents are confidential in nature, therefore we request authority not publish on any public domain.

We trust that you will find the details in line with AERA guideline and requirements.

We request AERA authorities for an early approval on our submissions.

Kindly do let us know in case any further information is required in this regard.

Kindly acknowledge the receipt.

Thanking you,

Yours Sincerely

For GlobeGround India Private Limited

[Signature]
Authorized Signatory
Place: New Delhi



GlobeGround India Pvt. Ltd.
E-9, Connaught House
Connaught Place
New Delhi - 110 001 India
Phone : +91 11 23415638 / 30417700
Fax : +91 11 23416112 / 30417777
E-Mail : globeground@lhebgroup.com
CIN : U06393DL1999PTC099630

687/2019
19/07/19

GlobeGround India Private Limited
Hyderabad Station

Form F1 (a) Historical and Proposed Aggregate Revenue Requirement (ref section A1.2 of Appendix i)

S No.	Aggregate Revenue Requirement	2016-17	2017-18	2018-19	2019-20	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26	2026-27	2027-28	2028-29	2029-30
		Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5	Tariff Year 6	Tariff Year 7	Tariff Year 8	Tariff Year 9	Tariff Year 10	Tariff Year 11	Tariff Year 12	Tariff Year 13	Tariff Year 14
1	Aggregate Revenue Requirement	-	-	-	269,880,407	265,763,192	310,861,956	338,548,692	371,824,364	407,581,233	446,901,648	490,098,442	537,509,118	589,497,644	646,568,868

* Projected values to be provided

Information for last financial year for which audited accounts are available



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GlobeGround India Private Limited
Hyderabad Station

Form 1(a) Materiality Assessment (ref Section A1,2 od appendix I)

S.No.	Materiality Assessment						
		2015-16	2016-17	2017-18	2018-19	2019-20	2020-21
	Cargo Facility						
1	Cargo Volume at Airport A	Not Applicable					
2	Total Cargo Volumes at Major Airports						
3	Materiality Index (Mie)						
	Ground Handling						
1	International Aircraft movements at Airport A	Compay will provide the detail later.					
2	Total International Aircraft movements at major Airports						
3	Materiality Index (Mlg)						
	Fuel Supply						
1	Aircraft movements at Airport A	Not Applicable					
2	Total aircraft movements at major Airports						
3	Materiality Index (Mir)						



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(3)

GlobeGround India Private Limited
Hyderabad Station

Form 1 (b) - Competition Assessment (ref: Section A1.3 Appendix i)

S No.	Details of competitive facilities
1	The Company is operating at Hyderabad International Airport wherein apart from the Company, Air India Sats and Celebi Ground handling is also providing Ground Handling Services.
2	The Company is providing services to its Airlines Customers based on multiple discussions on service levels followed by negotiations with them. During this discussions, the cost factors and the competitive prices available are always considered.
3	Due to this perfect competition, the unit rate(s) are competitively low and have been determined by independent market forces.
4	Almost all of its services are covered through signed contracts with its customers.



GlobeGround India Private Limited
Hyderabad Station

Form F1 (C) Historical and Proposed Aggregate Revenue Requirement (ref section A1.2 of Appendix I)

S.No.	Aggregate Revenue Requirement	Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5	Tariff Year 6	Tariff Year 7	Tariff Year 8	Tariff Year 9	Tariff Year 10	Tariff Year 11	Tariff Year 12	Tariff Year 13	Tariff Year 14
		2016-17	2017-18	2018-19	2019-20	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26	2026-27	2027-28	2028-29	2029-30
	Aggregate Revenue Requirement	-	-	-	269,880,407	285,763,192	310,861,956	338,548,692	371,824,364	407,581,233	446,901,648	490,098,442	537,509,118	589,487,644	646,568,868



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S No.	Particulars	2016-17	2017-18	2018-19	2019-20	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26	2026-27	2027-28	2028-29	2029-30
1	SOURCE OF FUNDS														
	A) Shareholders' Funds														
	a) Share Capital	-	-	-	157,831,280	157,831,250	157,831,250	157,831,250	157,831,250	157,831,250	157,831,250	157,831,250	157,831,250	157,831,250	157,831,250
	b) Share Application Money	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	c) Reserves and Surplus	-	-	-	(23,224,142)	(28,767,308)	(16,078,738)	15,220,440	69,130,740	147,608,591	246,648,196	368,499,347	515,616,064	690,672,884	899,574,891
	B) Loan Funds														
	a) Secured Loans	-	-	-	473,493,750	397,464,712	313,072,480	219,397,102	115,417,433	-	-	-	-	-	-
	b) Unsecured Loans	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	C) Capital Grants	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	D) Deferred Tax Liability	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	TOTAL SOURCES OF FUND	-	-	-	608,100,858	526,528,654	454,824,992	392,448,792	342,379,423	305,439,841	404,479,446	526,330,597	673,447,314	848,504,134	1,067,406,141
2	APPLICATION OF FUNDS														
	a) Fixed Assets														
	a) Gross Block (Net of assets not in use)	-	-	-	631,325,000	631,325,000	631,325,000	631,325,000	631,325,000	631,325,000	631,325,000	631,325,000	631,325,000	631,325,000	631,325,000
	b) less: Accumulated Depreciation	-	-	-	61,370,875	122,741,750	184,112,625	245,483,500	306,854,375	368,225,250	429,596,125	490,967,000	552,337,875	613,708,750	675,079,625
	c) Net Block	-	-	-	569,954,125	508,583,250	447,212,375	385,841,500	324,470,625	263,099,750	201,728,875	140,358,000	78,987,125	17,616,250	(43,754,625)
	d) Capital Work In Progress	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	B) INVESTMENTS	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	C) Deferred Tax Assets	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	D) Current Assets, Loans and Advances														
	a) Sundry Debtors	-	-	-	33,272,927	35,231,078	38,326,447	41,738,880	45,841,360	50,249,741	55,097,463	60,423,096	66,268,247	72,677,792	79,713,970
	b) Cash And Bank Balances	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	c) Inventories	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	d) Other Current Assets	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	e) Loans and Advances	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	provisions:														
	a) Liabilities	-	-	-	24,289,003	24,754,694	25,746,104	26,805,267	27,958,514	29,184,548	30,495,457	31,897,291	33,396,530	35,000,117	36,214,608
	b) Provisions	-	-	-	24,289,003	24,754,694	25,746,104	26,805,267	27,958,514	29,184,548	30,495,457	31,897,291	33,396,530	35,000,117	36,214,608
	Net Current Assets	-	-	-	8,983,924	10,476,385	12,579,343	14,933,612	17,882,846	21,065,193	24,602,006	28,525,804	32,871,717	37,677,675	43,499,362
	TOTAL APPLICATION OF FUNDS	-	-	-	578,338,049	519,059,635	459,791,718	400,775,112	342,353,471	284,164,943	226,330,881	168,883,804	111,858,842	55,293,925	(255,263)

Fields in italics are indicative only



Form F3 Historical and Projected Profit and loss accounts (ref: Section A1 4 Appendix II)

S No.	Particulars	2016-17	2017-18	2018-19	2019-20	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26	2026-27	2027-28	2028-29	2029-30
1	Revenue														
	Revenue from Regulated services	-	-	-	269,880,407	285,763,192	310,661,856	338,548,892	371,824,364	407,581,233	446,901,648	490,096,442	537,509,118	580,497,644	645,568,868
	Revenue from other than Regulated Services	-	-	-	-	-	-	-	-	-	-	-	-	-	-
2	Operating expenditure														
	Payroll Costs	-	-	-	73,106,000	76,061,300	80,494,365	84,519,083	88,745,037	93,182,289	97,841,404	102,733,474	107,870,148	113,283,655	116,856,400
	Concession Fees	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Administrative and General Costs	-	-	-	123,904,799.53	124,126,770	128,335,144	132,901,419	138,029,578	143,538,822	149,510,639	155,989,000	163,012,621	170,626,183	176,882,311
	Utilities and Outsourcing costs	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Repair and Maintenance Costs	-	-	-	-	-	-	-	-	-	-	-	-	-	-
3	Earnings before depreciation, interest and taxation (EBDIT)	-	-	-	72,869,608	84,575,121	102,032,447	121,128,189	145,049,749	170,862,122	199,549,605	231,375,968	266,625,149	305,607,805	352,828,157
	Depreciation and Amortisation	-	-	-	61,370,875	61,370,875	61,370,875	61,370,875	61,370,875	61,370,875	61,370,875	61,370,875	61,370,875	61,370,875	61,370,875
4	Earnings before interest and taxation (EBIT)	-	-	-	11,498,733	23,604,246	40,661,572	59,757,314	83,678,874	109,491,247	138,178,730	170,005,093	205,255,274	244,236,930	291,457,282
	Total interest and finance charges	-	-	-	34,722,875	29,147,412	22,058,649	16,089,121	8,463,945	-	-	-	-	-	-
5	Profit / loss before tax	-	-	-	(23,224,142)	(5,543,166)	17,702,923	43,668,193	75,214,929	109,491,247	138,178,730	170,005,093	205,255,274	244,236,930	291,457,282
	Provision for taxation	-	-	-	-	-	5,014,353	12,389,016	21,304,628	31,013,396	39,139,125	48,153,943	58,138,556	69,180,111	82,555,275
6	Profit / loss after taxation	-	-	-	(23,224,142)	(5,543,166)	12,688,570	31,279,177	53,910,300	78,477,851	99,039,605	121,851,150	147,116,718	175,056,820	208,902,007
	Balance brought forward from previous year	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Balance Carried to Balance Sheet	-	-	-	(23,224,142)	(5,543,166)	12,688,570	31,279,177	53,910,300	78,477,851	99,039,605	121,851,150	147,116,718	175,056,820	208,902,007

Fields in Italics are indicative only



Form F4 Historical and Projected Cash Flow Statement (ref. A1.4 of Appendix I)

S No.	Particulars	2019-20	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26	2026-27	2027-28	2028-29	2029-30
1	Cashflow from operating activities											
	Net Profit before taxation	(23,224,142)	(5,543,166)	17,702,923	43,668,193	75,214,929	109,491,247	138,178,730	170,035,093	235,255,274	244,236,930	291,457,282
	Adjustment for:											
	Depreciation and Amortisation	61,370,875	61,370,875	61,370,875	61,370,875	61,370,875	61,370,875	61,370,875	61,370,875	61,370,875	61,370,875	61,370,875
	Interest Expense	34,722,875	29,147,412	22,958,649	16,089,121	8,463,945	-	-	-	-	-	-
	Operating Profit before working capital changes	72,869,608	84,975,121	102,032,447	121,128,189	145,049,749	170,862,122	199,549,605	231,375,968	266,626,149	305,607,805	352,628,157
	Adjustment											
	Decrease (increase) in Trade Receivables	(33,272,927)	(1,958,152)	(3,094,368)	(3,413,433)	(4,102,480)	(4,408,381)	(4,847,722)	(5,325,632)	(5,845,152)	(6,409,544)	(7,036,178)
	Decrease (increase) in Inventories	-	-	-	-	-	-	-	-	-	-	-
	Loans and Advances	-	-	-	-	-	-	-	-	-	-	-
	(Decrease) / Increase in Sundry Creditors	24,289,003	465,691	891,410	1,059,164	1,153,247	1,226,034	1,310,909	1,401,834	1,499,239	1,603,587	1,214,491
	(Decrease) / Increase in Provisions	-	-	-	-	-	-	-	-	-	-	-
	Cash Generated from operation	63,885,684	83,482,661	99,929,489	118,773,919	142,100,516	167,679,775	196,012,792	227,452,170	262,280,236	300,801,848	347,006,470
	Refund received (net of provision)	-	-	-	-	-	-	-	-	-	-	-
	Net Cash flow from Operating Activities	63,885,684	83,482,661	99,929,489	118,773,919	142,100,516	167,679,775	196,012,792	227,452,170	262,280,236	300,801,848	347,006,470
2	Cashflow from investing activities											
	Purchase of Fixed Assets (including CWIP and capital advances)	(631,325,000)	-	-	-	-	-	-	-	-	-	-
	Proceeds from sale of fixed assets	-	-	-	-	-	-	-	-	-	-	-
	Investment in Subsidiary / joint venture	-	-	-	-	-	-	-	-	-	-	-
	Fixed deposits matured during the year	-	-	-	-	-	-	-	-	-	-	-
	Net Cash Flow from Investing Activities	(631,325,000)	-	-	-	-	-	-	-	-	-	-
3	Cashflow from financing activities											
	Proceeds of long term borrowings	473,493,750	397,464,712	313,072,480	219,397,102	115,417,433	-	-	-	-	-	-
	(Repayment) of long term borrowings	(76,029,038)	(84,392,232)	(93,675,378)	(103,979,669)	(115,417,433)	-	-	-	-	-	-
	Proceeds from / (Repayment) of short term borrowings	-	-	-	-	-	-	-	-	-	-	-
	Interest and hire finance charges paid	(34,722,875)	(29,147,412)	(22,958,649)	(16,089,121)	(8,463,945)	-	-	-	-	-	-
	Net Cash from / (used in) Financing activities	362,741,837	283,925,068	196,438,454	99,328,312	(8,463,945)	-	-	-	-	-	-
4	Net change in cash and cash equivalents	(204,697,479)	367,407,728	296,367,943	218,102,231	133,636,570	167,679,775	196,012,792	227,452,170	262,280,236	300,801,848	347,006,470
5	Cash and Cash Equivalents at the beginning of the period	-	-	-	-	-	-	-	-	-	-	-
	Cash and Cash Equivalents at the end of the year	(204,697,479)	367,407,728	296,367,943	218,102,231	133,636,570	167,679,775	196,012,792	227,452,170	262,280,236	300,801,848	347,006,470
6	Total Cash and Cash Equivalents at the end of the year	-	-	-	-	-	-	-	-	-	-	-

Fields in Italic are indicative only



GlobeGround India Private Limited
Hyderabad Station

Form F4 Historical and Projected Cash Flow Statement (ref. A1.4 of Appendix I)

S No.	Particulars	2019-20	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26	2026-27	2027-28	2028-29	2029-30
3	Cashflow from financing activities											
	Proceeds of long term borrowings	473,493,750	397,464,712	313,072,480	219,397,102	115,417,433	-	-	-	-	-	-
	(Repayment) of long term borrowings	(76,029,038)	(84,392,232)	(93,675,378)	(103,979,669)	(115,417,433)	-	-	-	-	-	-
	Proceeds from / (Repayment) of short term borrowings	-	-	-	-	-	-	-	-	-	-	-
	Interest and hire finance charges paid	(52,084,313)	(43,721,118)	(34,437,973)	(24,133,681)	(12,695,918)	-	-	-	-	-	-
	Net Cash from / (used in) Financing activities	345,380,409	269,351,362	184,959,129	91,283,752	(12,695,918)	-	-	-	-	-	-
4	Net change in cash and cash equivalents	(265,974,824)	291,746,318	217,522,711	136,994,320	48,785,703	77,993,900	96,302,081	116,692,076	139,279,266	164,183,518	194,865,063
5	Cash and Cash Equivalents at the beginning of the period	-	-	-	-	-	-	-	-	-	-	-
	Cash and Cash Equivalents at the end of the year	(265,974,824)	291,746,318	217,522,711	136,994,320	48,785,703	77,993,900	96,302,081	116,692,076	139,279,266	164,183,518	194,865,063
6	Total Cash and Cash Equivalents at the end of the year	-	-	-	-	-	-	-	-	-	-	-

Fields in italics are indicative only



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Form F5 Cost of equity and Post-tax Frr Forecast (ref: A1.5 of Appendix I)

	Tariff Year 1			Tariff Year 2			Tariff Year 3			Tariff Year 4			Tariff Year 5		
	Low	High	Point Estimate	Low	High	Point Estimate	Low	High	Point Estimate	Low	High	Point Estimate	Low	High	Point Estimate
Gearing	88%	88%	88%	104%	104%	104%	133%	133%	133%	211%	211%	211%	-1075%	-1075%	-1075%
Pre-tax cost of debt	9.50%	12.75%	10.75%	9.50%	12.75%	10.75%	9.50%	12.75%	10.75%	9.50%	12.75%	10.75%	9.50%	12.75%	10.75%
Risk-free rate	6.57%	6.57%	6.57%	6.57%	6.57%	6.57%	6.57%	6.57%	6.57%	6.57%	6.57%	6.57%	6.57%	6.57%	6.57%
Equity-risk premium	5.75%	5.75%	5.75%	5.75%	5.75%	5.75%	5.75%	5.75%	5.75%	5.75%	5.75%	5.75%	5.75%	5.75%	5.75%
Beta	0.60	0.60	0.60	0.60	0.60	0.60	0.60	0.60	0.60	0.60	0.60	0.60	0.60	0.60	0.60
Post-tax cost of equity	7.39%	7.39%	7.39%	7.39%	7.39%	7.39%	7.39%	7.39%	7.39%	7.39%	7.39%	7.39%	7.39%	7.39%	7.39%
Post-tax FRR	9.24%	12.08%	10.33%	9.59%	12.97%	10.89%	10.19%	14.51%	11.85%	11.85%	18.71%	14.49%	-15.28%	-50.22%	-28.72%

* Forecasted FRR in this sheet should be used for determining Aggregate Revenue Requirement in the Multi Year Tariff Proposal

Gearing is calculated as per formula defined by AERA ie. Total Debt divided by total of shareholder funds plus debts

Assumptions taken

- 1 Risk-free rate based on 10 years Indian bond yield
- 2 Equity Risk Premium based on KPMG Report as per March 2017.

Beta is a measure of the volatility, or systematic risk, of a security or a portfolio in comparison to the market as a whole. Beta is used in the capital asset pricing model (CAPM), which calculates the expected return of an asset based on its beta and expected market returns. Beta is also known as the beta coefficient. A beta of 1 indicates that the security's price moves with the market. A beta of less than 1 means that the security is theoretically less volatile than the market. A beta of greater than 1 indicates that the security's price is theoretically more volatile than the market. For example, if a stock's beta is 1.2, it's theoretically 20% more volatile than the market. Conversely, if an ETF's beta is 0.65, it is theoretically 35% less volatile than the market. Therefore, the fund's excess return is expected to underperform the benchmark by 35% in up markets and outperform by 35% during down markets.

- 4 Asset Beta is based on A global review by McKinsey & Company for IATA of the airport sector representing 30-50% of regional revenues (except for the Middle East & Africa where the sample was around 10%) showed that the asset beta for airports was 0.55.2 To reflect the heterogeneity among airport a range values can be applied between 0.5 – 0.6.



Form F6 (a) Loan Master (Ref: Section AI.5 Appendix I)

Provided detail of all debts (all types of debt instruments)

Particulars	2016-17 Tariff Year 1	2017-18 Tariff Year 2	2018-19 Tariff Year 3	2019-20 Tariff Year 4	2020-21 Tariff Year 5	2021-22 Tariff Year 6	2022-23 Tariff Year 7	2023-24 Tariff Year 8	2024-25 Tariff Year 9	2025-26 Tariff Year 10	2026-27 Tariff Year 11	2027-28 Tariff Year 12	2028-29 Tariff Year 13	2029-30 Tariff Year 14
Secured Loan	-	-	-	473,493,750	397,464,712	313,072,480	219,397,102	115,417,433	-	-	-	-	-	-
Repayments during the year	-	-	-	76,029,038	84,392,232	93,675,378	103,979,669	115,417,433	-	-	-	-	-	-
Interest payments during the year	-	-	-	34,722,875	29,147,412	22,958,649	16,089,121	8,463,945	-	-	-	-	-	-
Outstanding at the end of the year	-	-	-	397,464,712	313,072,480	219,397,102	115,417,433	-	-	-	-	-	-	-
Unsecured Loan	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Repayments during the year	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Interest payments during the year	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Outstanding at the end of the year	-	-	-	-	-	-	-	-	-	-	-	-	-	-

For every loan (actual/proposed, secured /unsecured) the following information should also be provided /indicated

1	Particulars	Proposed
2	Source	Proposed
3	Type of Loan (PS/WC)	PS
4	If PS, then indicated the project/apportionment to a project	GMR Hyderabad International Airport Limited (GHIAL)
5	Total Loan Amount Sanctioned	48 crore
6	Loan Tenure	5 years
7	Interest Type (Fixed / Floating)	
8	If Fixed interest, rate of interest %	
9	Base Rate, if Floating Interest	
10	Margin, if Floating Interest	
11	Are there any Caps / Floor?	No
12	If above is yes, specify caps/floor	NA
13	Moratorium Period	proposed
14	Moratorium effective from	proposed
15	Repayment Period	5 years
16	Repayment Start Date	proposed
17	Repayment Frequency	proposed
18	Arrangement Fees	proposed
19	Outstanding Loan	
20	Other terms	None Material

Legend

PS Project Specific

- > Data from this sheet should be linked to all the sheets wherever detail Debt, Interest Charges, Arrangement fees, Cost of Debt etc. is getting used
- * Projected values to be provided
- # Information for last financial year for which audited accounts are available



GlobeGround India Private Limited
Hyderabad Station

Finance Cost

Sl. No	Particulars	Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5	Tariff Year 6	Tariff Year 7	Tariff Year 8	Tariff Year 9	Tariff Year 10	Tariff Year 11	Tariff Year 12	Tariff Year 13	Tariff Year 14
		2016-17	2017-18	2018-19	2019-20	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26	2026-27	2027-28	2028-29	2029-30
A	1 Interest charges on Government Loans, Bonds And Advances														
	Bonds	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Foreign Currency Loans/Credits	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Debentures	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Total	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	2 Interest on Long Term Loans / Credits from the FIs/banks /organisation approved by the Government														
	Secured	-	-	-	34,722,875	29,147,412	22,958,649	16,089,121	8,463,945	-	-	-	-	-	-
	Unsecured	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Total	-	-	-	34,722,875	29,147,412	22,958,649	16,089,121	8,463,945	-	-	-	-	-	-
	Total = 1+2	-	-	-	34,722,875	29,147,412	22,958,649	16,089,121	8,463,945	-	-	-	-	-	-
B	Cost Of raising finance & Bank Charges on project loans	-	-	-	-	-	-	-	-	-	-	-	-	-	-
C	Grand Total of Interest & Finance Charges: A+B	-	-	-	34,722,875	29,147,412	22,958,649	16,089,121	8,463,945	-	-	-	-	-	-
D	Less Interest & Finance Charges Capitalised	-	-	-	-	-	-	-	-	-	-	-	-	-	-
E	Net Total of Interest and Finance Charges on Project related Loans	-	-	-	34,722,875	29,147,412	22,958,649	16,089,121	8,463,945	-	-	-	-	-	-
F	Interest on Working Capital Loans	-	-	-	-	-	-	-	-	-	-	-	-	-	-
G	Other interest charges (Provided head -wise detail)	-	-	-	-	-	-	-	-	-	-	-	-	-	-
H	Total interest and last finance charges chargeable to P&L accounts (E+F+G)	-	-	-	34,722,875	29,147,412	22,958,649	16,089,121	8,463,945	-	-	-	-	-	-

* Projected value to be provided

Fields in Italics are indicative only

* Information for last financial year for which audited accounts are available



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GlobeGround India Private Limited
Hyderabad Station

Form F6(c) Contribution, Grants and subsidies Master (ref: Section AI 5 of Appendix I)

Contributions

Particulars	Source	Total Amount	Last available audited year #			Financial Year before Tariff Year 1*			Tariff Year 1			Tariff Year 2			Tariff Year 3			Tariff Year 4			Tariff Year 5		
			OB	Add.	CB	OB	Add.	CB	OB	Add	CB	OB	Add	CB	OB	Add	CB	OB	Add	CB	OB	Add	CB
1																							
2																							

Grants

Particulars	Source	Total Amount	Last available audited year #			Financial Year before Tariff Year 1*			Tariff Year 1			Tariff Year 2			Tariff Year 3			Tariff Year 4			Tariff Year 5		
			OB	Add.	CB	OB	Add.	CB	OB	Add	CB	OB	Add	CB	OB	Add	CB	OB	Add	CB	OB	Add	CB
1																							
2																							

Subsidies

Particulars	Source	Total Amount	Last available audited year #			Financial Year before Tariff Year 1*			Tariff Year 1			Tariff Year 2			Tariff Year 3			Tariff Year 4			Tariff Year 5		
			OB	Add.	CB	OB	Add.	CB	OB	Add	CB	OB	Add	CB	OB	Add	CB	OB	Add	CB	OB	Add	CB
1																							
2																							

Legend

OB	Opening Balance for the year
Add.	Additions during the year
CB	Closing Balance for the year

* Projected values to be provided

Information for last financial year for which audited accounts are available

*Not required to Fill



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(R)

Form F7: Format for identifying Initial Regulatory Asset Base (ref: Section A1.5 of Appendix I)

Asset already commissioned as on								
S.N.	Asset Name	Asset Type	Description of the asset	Commission Date	Useful Life In Years	Original-Cost of Asset	Depreciation Rate	Accumulated Depreciation
1	Plant & Machinery	Ground Handling Equipment	Baggage Conveyor Belt					
	Plant & Machinery	Ground Handling Equipment	Diesel Baggage Tractor					
	Plant & Machinery	Ground Handling Equipment	Electric Baggage Tractor					
	Plant & Machinery	Ground Handling Equipment	Air Conditioning Unit					
	Plant & Machinery	Ground Handling Equipment	Air Starter Unit					
	Plant & Machinery	Ground Handling Equipment	Push Back tractor					
	Plant & Machinery	Ground Handling Equipment	Passenger Step Ladder					
	Plant & Machinery	Ground Handling Equipment	Water Cart					
	Plant & Machinery	Ground Handling Equipment	Tollet Cart					
	Plant & Machinery	Ground Handling Equipment	Main Deck Loader					
	Plant & Machinery	Ground Handling Equipment	Ground Power Unit					
	Plant & Machinery	Ground Handling Equipment	Pallet Dolly					
	Plant & Machinery	Ground Handling Equipment	Container Dolly					
2	Data Processing Devices	Various Items	Computers at airport offices					
3	Furniture & Fixture	Various Items	Furniture at airport offices			NONE		
4	Leasehold Improvements	Various Items	Leasehold furniture at airport offices					
5	Office Equipments	Various Items	Office Equipments at airport offices					
####	Vehicles	Various Items	Vehicles at airport offices and to Operation Team					



GlobeGround India Private Limited
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Form F8(a): Format for providing asset-wise information stakeholder contributions (ref; Section AI 5 of Appendix I)

Details of User Contributions for the assets

S.N.	Contribution name	Asset Name	Extent of user Contribution approved for the project	Year Of approval	Tenure for User Contribution Collection	Actual Accumulated Collection till Beginning of previous Year	Accumulated Collection estimated till the beginning of first	Total Collection proposed in Tariff Year 1	Total Collection proposed in Tariff Year 2	Total Collection proposed in Tariff Year 3	Total Collection proposed in Tariff Year 4	Total Collection proposed in Tariff Year 5
1	Grant	Asset A										
2		Asset B										
3		...										
4		Asset C										
5		...										

* Projected values to be provided
Fields in italics are indicative only



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GlobeGround India Private Limited
Hyderabad Station

Form F8(b): Format for providing proposed exclusions from RAB (ref; Section A1 5 of Appendix I)

Details of Proposed Excluded Assets from RAB

S.N.	Asset Name	Book Value	Accumulated Depreciation	Justifications for exclusion	Any Land associated with asset	If yes,Details of land
1	Asset A					
2	Asset B					
3	....				Refer note below.	
4	....				
5	←					

Fields in italics are indicative only

Note: In view of the fact that the assets of the Company (other than Plant and Equipment) are used by the Operational staff to provide regulated services, there are no asset that are considered by the Company for exclusion.



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	Forecast for the Control Period													
	Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5	Tariff Year 6	Tariff Year 7	Tariff Year 8	Tariff Year 9	Tariff Year 10	Tariff Year 11	Tariff Year 12	Tariff Year 13	Tariff Year 14
	2016-17	2017-18	2018-19	2019-20	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26	2026-27	2027-28	2028-29	2029-30
A Opening RAB														
Building (Leasehold improvements)														
Plant & Machinery														
Electrical Installation														
Furniture and Fittings														
Office Equipment														
Safety Equipment														
Air Conditioners	-	-	-	-	569,954,125	508,583,250	447,212,375	385,841,500	324,470,625	263,099,750	201,728,875	140,358,000	78,987,125	17,616,250
Data Processing Equipment														
Motor Vehicles														
Knowhow Fees/Royalty (Refer Note No. 2 below)														
Software Licences														
Trademark														
	-	-	-	-	569,954,125	508,583,250	447,212,375	385,841,500	324,470,625	263,099,750	201,728,875	140,358,000	78,987,125	17,616,250
B Additions - WIP Capitalisation														
Building														
Plant & Machinery														
Electrical Installation														
Furniture and Fittings														
Office Equipment														
Safety Equipment														
Air Conditioners	-	-	-	631,325,000	-	-	-	-	-	-	-	-	-	-
Data Processing Equipment														
Motor Vehicles														
Knowhow Fees/Royalty (Refer Note No. 2 below)														
Software Licences														
Trademark				631,325,000	-	-	-	-	-	-	-	-	-	-
C Disposal/ Transfers														
Building														
Plant & Machinery														
Electrical Installation														
Furniture and Fittings														
Office Equipment														
Safety Equipment														
Air Conditioners	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Data Processing Equipment														
Motor Vehicles														
Knowhow Fees/Royalty (Refer Note No. 2 below)														
Software Licences														
Trademark														
D Depreciation Charges														
Building														
Plant & Machinery														
Electrical Installation														
Furniture and Fittings														
Office Equipment														
Safety Equipment														
Air Conditioners	-	-	-	61,370,875	61,370,875	61,370,875	61,370,875	61,370,875	61,370,875	61,370,875	61,370,875	61,370,875	61,370,875	61,370,875
Data Processing Equipment														
Motor Vehicles														
Knowhow Fees/Royalty (Refer Note No. 2 below)														
Software Licences														
Trademark	-	-	-	61,370,875	61,370,875	61,370,875	61,370,875	61,370,875	61,370,875	61,370,875	61,370,875	61,370,875	61,370,875	61,370,875
E Closing RAB (A+B-C-D)														
Building														
Plant & Machinery														
Electrical Installation														
Furniture and Fittings														
Office Equipment														
Safety Equipment														
Air Conditioners	-	-	-	569,954,125	508,583,250	447,212,375	385,841,500	324,470,625	263,099,750	201,728,875	140,358,000	78,987,125	17,616,250	(43,754,625)
Data Processing Equipment														
Motor Vehicles														
Knowhow Fees/Royalty (Refer Note No. 2 below)														
Software Licences														
Trademark														
	-	-	-	569,954,125	508,583,250	447,212,375	385,841,500	324,470,625	263,099,750	201,728,875	140,358,000	78,987,125	17,616,250	(43,754,625)
F Average RAB														
	-	-	-	284,877,063	539,268,688	477,897,813	416,526,838	355,156,063	293,785,188	232,414,313	171,043,438	109,872,563	48,301,688	(13,060,188)

* Projected values to be provided

Fields in italics are indicative only

* Information for last financial year for which audited accounts are available



GlobeGround India Private Limited
Hyderabad Station

Form F10 (a): Capital Projects Completed Before Current Review for Roll-Forward of RAB (ref: Section A1 5 Appendix I)

Project Details				Projected Capital Expenditure																			
S.N.	Project Name	Project Type	Comn. Date	Tariff Year 1				Tariff Year 2				Tariff Year 3				Tariff Year 4				Tariff Year 5			
				Capex	Comn	C Date	WIP	Capex	Comn	C Date	WIP	Capex	Comn	C Date	WIP	Capex	Comn	C Date	WIP	Capex	Comn	C Date	WIP
1	Project 1	Buildings																					
2	Project 2	Vehicles																					
3	Project 3	P& M																					
4	Project 3	F& F																					
...																					
Project Details				Actual Capital Expenditure																			
S.N.	Project Name	Project Type	Comn. Date	Tariff Year 1				Tariff Year 2				Tariff Year 3				Tariff Year 4				Tariff Year 5			
				Capex	Comn	C Date	WIP	Capex	Comn	C Date	WIP	Capex	Comn	C Date	WIP	Capex	Comn	C Date	WIP	Capex	Comn	C Date	WIP
1	Project 1	Buildings																					
2	Project 2	Vehicles																					
3	Project 3	P& M																					
4	Project 3	F& F																					


Legend	
Project name	Project Name should be a unique name or a primary key assigned to a capex project
Project Type	Type of the project and the asset class to which the capex project belongs
Comn. Date	Date on which the capital project was commenced
Capex	Year-wise Capex incurred on the project excluding any capital receipts like grants, user contributions etc.
WIP	Work-in-Progress at the end of every tariff Year
Comn	Commissioning in a particular Tariff Year
C Date	Date of Commissioning in a particular Tariff Year

Fields in italics are indicative only



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Form F10 (C) Year wise Capital Expenditure Financing Plans for next 10 year (ref: section A1.5 of Appendix I)

Note :- Information to be provided for 10 year period for all projects either spanning into the period or starting during the period

Project Details		Tariff Year 1 2016-17				Tariff Year 2 2017-18				Tariff Year 3 2018-19				Tariff Year 4 2019-20				Tariff Year 5 2020-21			
S.N.	Total Capex Planned	Internal Accrual	Equity Infused	User Contribution	Total Debt	Internal Accrual	Equity Infused	User Contribution	Total Debt	Internal Accrual	Equity Infused	User Contribution	Total Debt	Internal Accrual	Equity Infused	User Contribution	Total Debt	Internal Accrual	Equity Infused	User Contribution	Total Debt
		-	-	-	-	-	-	-	-	-	-	-	-	631,325,000	157,831,250	-	473,493,750	-	-	-	-

Tariff Year 6 2021-22				Tariff Year 7 2022-23				Tariff Year 8 2023-24				Tariff Year 9 2024-25				Tariff Year 10 2025-26			
Internal Accrual	Equity Infused	User Contribution	Total Debt	Internal Accrual	Equity Infused	User Contribution	Total Debt	Internal Accrual	Equity Infused	User Contribution	Total Debt	Internal Accrual	Equity Infused	User Contribution	Total Debt	Internal Accrual	Equity Infused	User Contribution	Total Debt
-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

Tariff Year 11 2026-27				Tariff Year 12 2027-28				Tariff Year 13 2028-29				Tariff Year 14 2029-30			
Internal Accrual	Equity Infused	User Contribution	Total Debt	Internal Accrual	Equity Infused	User Contribution	Total Debt	Internal Accrual	Equity Infused	User Contribution	Total Debt	Internal Accrual	Equity Infused	User Contribution	Total Debt
2026-27	-	-	-	2027-28	-	-	-	2028-29	-	-	-	2029-30	-	-	-

Legend	
Total Capex	Total Capex Planned Indicates the total forecasted capex for all assets during the next 10 year
Internal Accrual	Internal Accrual (from free reserves and surplus) in the year
Equity Infused	Equity infusion planned during the year
User Contributions	Representing Development Fees/User Contribution/ Capital Grants/ Subsidies etc. planned during the year for the capital project
Total Debt	Total Debt planned for funding capex during the year



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GlobeGround India Private Limited
Hyderabad Station

Form F10 (d): Summary Statement of Expennses Capitalised (ref; Section AI.5 OF Appendix I)

Sl. No.	Particulars	Last available audited year#	Financial Year before Tariff Year 1*	Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5
A	Interest and Finance Charges Capitalised							
B	Cost of raising finance & Bank Charges							
C	Other Expenses Capitalised							
	Employees Expenses							
	Administrative and General Expenses							
	Utilities and Outsourcing Expenses				Nil			
	Any Other expenses being capitalised							
D	Total Expenses Being Capitalised (A+B+C)							

* Projected values to be provided

Information for the financial year for which audited accounts are available



GlobeGround India Private Limited
Hyderabad Station

Form F10(e) Additional Capital Project Summary (ref: Section A1.5 of Appendix I)

Forecast WIP Assets						
		Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5
A	Opening WIP Assets					
	Building	-	-	-	-	-
	Plant & Machinery	-	-	-	-	-
	Electrical Instalation	-	-	-	-	-
	Furniture and Fittings	-	-	-	-	-
	...					
B	Additions - New WIP					
	Building	-	-	-	-	-
	Plant & Machinery	-	-	-	-	-
	Electrical Instalation	-	-	-	-	-
	Furniture and Fittings	-	-	-	-	-
					
C	WIP Capitalization					
	Building	-	-	-	-	-
	Plant & Machinery	-	-	-	-	-
	Electrical Instalation	-	-	-	-	-
	Furniture and Fittings	-	-	-	-	-
					
D	Closing WIP Assets					
	Building	-	-	-	-	-
	Plant & Machinery	-	-	-	-	-
	Electrical Instalation	-	-	-	-	-
	Furniture and Fittings	-	-	-	-	-
	...					

Fields in italics are indicative only



GlobeGround India Private Limited
Hyderabad Station

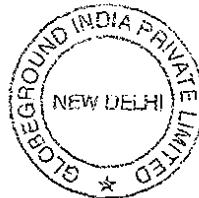
Form F11 (a) Employee Strength (ref: Section AI.5 of Appendix I)

Sl. No.	Particulars - with detailed breakup	Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5	Tariff Year 6	Tariff Year 7	Tariff Year 8	Tariff Year 9	Tariff Year 10	Tariff Year 11	Tariff Year 12	Tariff Year 13	Tariff Year 14
A	Department - wise Full-Time Employees														
	Administration	-	-	-	7	7	7	7	7	7	7	7	7	7	7
	Human Resources	-	-	-	4	4	4	4	4	4	4	4	4	4	4
	Load Control	-	-	-	13	13	13	13	13	13	13	13	13	13	13
	Maintenance	-	-	-	16	16	16	16	16	16	16	16	16	16	16
	Finance	-	-	-	5	5	5	5	5	5	5	5	5	5	5
	Passenger Services	-	-	-	169	169	169	169	169	169	169	169	169	169	169
	Ramp	-	-	-	560	560	560	560	560	560	560	560	560	560	560
	Security	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Support	-	-	-	3	3	3	3	3	3	3	3	3	3	3
	Others	-	-	-	3	3	3	3	3	3	3	3	3	3	3
B	Department - wise Part-Time / Contractual Employees														
	Department 1	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Department 2	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Department 3	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Department 4	-	-	-	-	-	-	-	-	-	-	-	-	-	-

* Projected values to be provided

Fields in italics are indicative only

^ Information for last financial year for which audited accounts are available



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GlobeGround India Private Limited
Hyderabad Station

Form F11 (b) Payroll Related Expenditure and Provisions (ref: Section A1.5 of Appendix I)

S. N.	Particulars - with detailed breakup	Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5	Tariff Year 6	Tariff Year 7	Tariff Year 8	Tariff Year 9	Tariff Year 10	Tariff Year 11	Tariff Year 12	Tariff Year 13	Tariff Year 14
A	Salaries and Wages														
B	PF Contribution														
C	Medical Expenses														
D	Overtime														
E	Staff Welfare Fund														
F	Training and recruitment														
1	Grand Total	-	-	-	73,106,000	76,661,300	80,494,365	84,519,083	88,745,037	93,182,289	97,841,404	102,733,474	107,870,148	113,263,655	116,858,400
2	Employee expenses capitalised														
3	Net Employees expenses (1) - (2)	-	-	-	73,106,000	76,661,300	80,494,365	84,519,083	88,745,037	93,182,289	97,841,404	102,733,474	107,870,148	113,263,655	116,858,400

* Projected values to be provided

Fields in italics are indicative only

* Information for last financial year for which audited accounts are available



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Form F11(c) : Administration and General Expenditure (ref: Section AI.5 of Appendix II)

S. N.	Particulars - with detailed breakup	Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5	Tariff Year 6	Tariff Year 7	Tariff Year 8	Tariff Year 9	Tariff Year 10	Tariff Year 11	Tariff Year 12	Tariff Year 13	Tariff Year 14
A	Administration Charges														
	Lease/Rent	-	-	-	28,679,442	30,726,222	32,922,550	35,279,566	37,809,260	40,524,526	43,439,242	46,568,339	49,927,885	53,535,173	57,408,817
	Communication expenses	-	-	-	1,619,115	1,246,875	1,313,381	1,384,895	1,461,762	1,544,334	1,633,224	1,728,716	1,831,368	1,941,722	2,060,351
	Travelling and Conveyance	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Advertisement	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Printing and Stationery	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Alloted Overhead Expenses (Provide details)	-	-	-	30,298,557	31,973,097	34,235,940	36,664,461	39,271,022	42,068,920	45,072,466	48,297,054	51,759,254	55,476,895	59,469,168
B	Legal Charges														
	Legal Charges	-	-	-	-	-	-	-	-	-	-	-	-	-	-
C	Other Charges														
	Insurance Costs	-	-	-	768,000	1,236,400	1,331,280	1,431,126	1,538,460	1,653,845	1,777,893	1,911,225	2,054,666	2,208,659	2,371,436
	Miscellaneous Expenses	-	-	-	36,679,425	37,669,574	38,945,050	42,428,050	45,209,247	48,102,966	51,239,467	54,632,177	58,295,202	62,243,257	66,460,682
	.....	-	-	-	37,447,425	38,907,974	41,276,330	43,859,176	46,747,707	49,756,831	53,017,351	56,543,401	60,349,769	64,451,916	67,252,119
D	Grand Total	-	-	-	67,745,981	70,881,071	75,512,271	80,523,637	86,018,729	91,825,751	98,089,816	104,840,456	112,109,023	119,928,812	126,721,286
E	Administration & General Expenses capitalised	-	-	-	-	-	-	-	-	-	-	-	-	-	-
F	Net A&G expenses (D-E)	-	-	-	67,745,981	70,881,071	75,512,271	80,523,637	86,018,729	91,825,751	98,089,816	104,840,456	112,109,023	119,928,812	126,721,286

* Projected values to be provided

Fields in italics are indicative only

^ Information for last financial year for which audited accounts are available



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GlobeGround India Private Limited
Hyderabad Station

Form F11(d): Repair and maintenance Expenditure (ref. Section A1.5 of Appendix I)

S. N.	Particulars - with detailed breakup	Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5	Tariff Year 6	Tariff Year 7	Tariff Year 8	Tariff Year 9	Tariff Year 10	Tariff Year 11	Tariff Year 12	Tariff Year 13	Tariff Year 14
A	Building														
B	Plant & Machinery														
C	Electrical Installation	-	-	-	7,968,444	8,631,657	9,387,887	10,184,106	11,100,964	12,084,047	13,170,038	14,368,386	15,689,312	17,143,880	18,001,053
D	Furniture and Fittings														
E		-	-	-	7,968,444	8,631,657	9,387,887	10,184,106	11,100,964	12,084,047	13,170,038	14,368,386	15,689,312	17,143,880	18,001,053

* Projected values to be provided

Fields in italics are indicative only

^ Information for last financial year for which audited accounts are available



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GlobeGround India Private Limited
Hyderabad Station

Form F11(e): Utilities and Outsourcing Expenditure (ref: Section A1.5 of Appendix I)

S. N.	Particulars - with detailed breakup	Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5	Tariff Year 6	Tariff Year 7	Tariff Year 8	Tariff Year 9	Tariff Year 10	Tariff Year 11	Tariff Year 12	Tariff Year 13	Tariff Year 14
A	Utilities Costs														
	Power Charges														
	Unit Consumed	-	-	-	225,000	241,875	260,016	279,517	300,481	323,017	347,243	373,286	401,283	431,379	463,732
	Effective Unit Rate	-	-	-	8	8	8	8	8	8	8	8	8	8	8
	Power costs	-	-	-	1,800,000	1,935,000	2,080,125	2,236,134	2,403,844	2,584,133	2,777,943	2,986,288	3,210,260	3,451,030	3,709,857
	Water Charges														
	Unit Consumed	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Effective Unit Rate	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Water Cost	-	-	-	420,000	451,500	485,363	521,765	560,897	602,964	648,187	696,801	749,061	805,240	866,633
	Other - Mention all the applicable heads														
B	Department - wise Outsourcing Costs														
	Airfield Services & Facilities	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Terminals	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Maintenance	-	-	-	300,000	322,500	346,688	372,689	400,641	430,689	462,980	497,715	535,043	575,172	618,309
	Cleaning	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	1 Grand Total	-	-	-	2,520,000	2,709,000	2,912,175	3,130,588	3,365,382	3,617,786	3,889,120	4,180,804	4,494,364	4,831,441	5,193,800
	2 Utilities and Outsourcing expenses capitalised														
	3 Net Utilities and Outsourcing expense	-	-	-	2,520,000	2,709,000	2,912,175	3,130,588	3,365,382	3,617,786	3,889,120	4,180,804	4,494,364	4,831,441	5,193,800

* Projected values to be provided

Fields in italics are indicative only

^ Information for last financial year for which audited accounts are available



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GlobeGround India Private Limited
Hyderabad Station

Form F11(f) - Other Outflow (ref: Section A1.5 of Appendix I)

S. N.	Particulars	Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5	Tariff Year 6	Tariff Year 7	Tariff Year 8	Tariff Year 9	Tariff Year 10	Tariff Year 11	Tariff Year 12	Tariff Year 13	Tariff Year 14
A															
B						NONE									
C															
1	Grand Total														

* Projected values to be provided

^ Information for last financial year for which audited accounts are available



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GlobeGround India Private Limited
Hyderabad Station

Form F12 (a) Historical and Projected Cargo Volume in to tonnes (ref : Section A1.6 of Appendix I)

Year	Domestic								International								Forecast Error Correction Band*
	Loaded				Unloaded				Loaded				Unloaded				
	General	Perishable	Valuable	Other	General	Perishable	Valuable	Other	General	Perishable	Valuable	Other	General	Perishable	Valuable	Other	
2003-04																	
2004-05																	
2005-06																	
2006-07																	
2007-08																	
2008-09																	
2009-10																	
2010-11																	
2011-12																	
2012-13																	
2013-14																	
2014-15																	
2015-16																	
2016-17																	
2017-18																	
2018-19																	
2019-20																	

Fields in italics are indicative only
* Applicable for forecasted years only

Note: Since the Company is engaged in the business of providing Ground Handling services only, information required under this Form is not applicable.



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GlobeGround India Private Limited
Hyderabad Station

Form F12 (b) - Historical Aircraft Movements (ref: Section A1.6 Appendix I)		
Year	Domestic (Landing)	International (Landing)
2013-2014	-	-
2014-2015	-	-
2015-2016	-	-
2016-2017	-	-
2017-2018	-	-
2018-2019*	123,000	27,000

* Projected values to be provided



GlobeGround India Private Limited
Hyderabad Station

Form F12(c) Projected Aircraft Movements (ref: Section A I.6 of Appendix I)

Year	Domestic (Landing)			International (Landing)			Forecast Error Correction band
	Optimistic	Most Likely	Conservative	Optimistic	Most Likely	Conservative	
2019-20	129,150	123,000	123,000	28,350	27,000	27,000	To be discussed to apply it uniformly for the industry as a whole.
2020-21	135,608	135,000	123,000	29,768	30,000	27,000	
2021-22	142,388	148,000	123,000	31,256	32,000	27,000	
2020-21	149,507	160,000	123,000	32,819	35,000	27,000	
2021-22	156,983	173,000	123,000	34,460	38,000	27,000	
2022-23	164,832	184,000	123,000	36,183	41,000	27,000	
2023-24	173,073	195,000	123,000	37,992	44,000	27,000	
2024-25	181,727	205,000	123,000	39,891	47,000	27,000	
2025-26	190,813	215,000	123,000	41,886	50,000	27,000	
2026-27	200,354	224,000	123,000	43,980	53,000	27,000	
2027-28	210,372	235,200	123,000	46,179	55,000	27,000	
2028-29	220,890	232,000	123,000	48,488	55,000	27,000	
2029-30	231,935	232,000	123,000	50,913	55,000	27,000	



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GlobeGround India Private Limited
Hyderabad Station

From F12 (d) - Historical and Projected fuel throughput in kilolitres (ref : Section A1 6 of Appendix I)

Year	Domestic Flights	International Flights	Forecast Error Correction Band*
2009-10			
2010-11			
2011-12			
2012-13			
2013-14			
2014-15			
2015-16			Refer Note below
2016-17			
2017-18			
2018-19			
2019-20			

Fields in italics are indicative only

* Applicable for forecasted years only

Note: Since the Company is engaged in the business of providing Ground Handling services only, information required under this Form is not applicable.



GlobeGround India Private Limited
Hyderabad Station

Form F13(a) - Historical Tariff (s) and Revenues from Regulated Services (ref : Section A I 7 of Appendix I)

S.N.	Particulars	Tariff Year	
		Per Unit Tariff	Revenues
A Revenues from Regulated Services			
1	Revenue Receipts	<div>NOT APPLICABLE</div>	
2	Service Charges		
3	...		
	Total Revenues		

Fields in italics are indicative only



GlobGround India Private Limited
Hyderabad Station

Form F12(b) - Historical and Projected revenue from services other than Regulated Services (ref : Section A.17 of Appendix I)

S. No.	Particulars	2016-17 Tariff Year 1	2017-18 Tariff Year 2	2018-19 Tariff Year 3	2019-20 Tariff Year 4	2020-21 Tariff Year 5	2021-22 Tariff Year 6	2022-23 Tariff Year 7	2023-24 Tariff Year 8	2024-25 Tariff Year 9	2025-26 Tariff Year 10	2026-27 Tariff Year 11	2027-28 Tariff Year 12	2028-29 Tariff Year 13	2029-30 Tariff Year 14
A	Revenue from Regulated Services														
1	Revenue Receipts	-	-	-	269,880,407	285,763,192	310,861,956	338,548,692	371,824,364	407,581,233	446,901,648	490,098,442	537,509,118	589,497,644	646,668,868
2	Service Charges	-	-	-	-	-	-	-	-	-	-	-	-	-	-
B	Other Revenues														
1	Interest (Gross) on:														
	- Bank Deposits	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	- Others	-	-	-	-	-	-	-	-	-	-	-	-	-	-
2	Revenues from Any Other Sources (Please Specify)														
	Excess liabilities written back	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Foreign exchange difference (net)	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Profit on disposal of fixed assets (net)	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Miscellaneous income	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Total Revenues	-	-	-	269,880,407	285,763,192	310,861,956	338,548,692	371,824,364	407,581,233	446,901,648	490,098,442	537,509,118	589,497,644	646,668,868

* Projected values to be provided

Fields in italics are indicative only

^ Information for last financial year for which audited accounts are available



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GlobeGround India Private Limited
Hyderabad Station

Form F14(a) : Annual Tariff Proposal For Tariff Year 1-Format for providing information on EMAY (ref. Section A1.6 of Appendix I)

S.N.	Particulars	Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5	Tariff Year 6	Tariff Year 7	Tariff Year 8	Tariff Year 9	Tariff Year 10	Tariff Year 11	Tariff Year 12	Tariff Year 13	Tariff Year 14
1	Yield per Unit				1,799	1,905	1,864	1,881	1,907	1,932	1,986	2,051	2,133	2,225	2,334
2	Error Correction term (from year 1-2)	To be discussed to apply it uniformly for the industry as a whole													
3	Estimated Maximum Allowed Yield (EMAY)	Not specified by the Airport Authority													



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GlobeGround India

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Form B: (ref: Section A1.8 of Appendix I)

BEFORE THE AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA

AT NEW DELHI

Submission of Form B in connection with submission of ATP for 4th Tariff Years on behalf of GLOBEGROUND INDIA PRIVATE LIMITED for its operations at Rajiv Gandhi International Airport (RGIA), Hyderabad

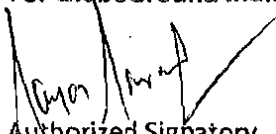
I, Sanjay Savant aged 51 years resident of H-596C Second Floor, Palam Vihar, Gurgaon acting in my official capacity as Chief Financial Officer in M/s GlobeGround India Private Limited having its registered office at, E-9 Connaught House, Connaught Place, New Delhi 110001 do hereby state and affirm as under that:

- a) That I am duly authorized to act for and on behalf of M/s GlobeGround India Private Limited in the matter of making this submission before the Airports Economic Regulation Authority of India, New Delhi ('AERA');
- b) I am competent to make this submission before AERA;
- c) I am making this submission in my official capacity and the facts stated herein are based on official records;
- d) The contents of the Annual Tariff Proposal submission which include inter- alia
 - (i) ~~Estimated Maximum Allowed Yield per unit and the propose detailed break up of Tariff(s) (in context to Estimated Maximum Allowed Yield per unit where determined by the Authority) where the Authority has specified a price cap approach for the duration of the control period pursuant to clause 3.2;~~

Or

- (ii) Proposed detailed breakup of Tariff(s) based on clause 11.2 where the Authority has specified a light touch approach for the duration of the control period, pursuant to clause 3.2.
- e) Justifications are fair and true to my knowledge and belief and nothing material has been concealed there-from.

Yours Sincerely
For GlobeGround India Private Limited


Authorized Signatory
Place: New Delhi



GlobeGround India Pvt. Ltd.
E-9, Connaught House
Connaught Place
New Delhi - 110 001 India
Phone : +91 11 23415638 / 30417700
Fax : +91 11 23416112 / 30417777
E-Mail : globeground@thebirdgroup.com
CIN : U06393DL1999PTC099630

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Annual Tariff Proposal (form 14(b))

GlobeGround India Pvt. Ltd. (Operations at Rajiv Gandhi International Airport, Hyderabad)

Maximum Rate to be paid by Scheduled Airlines for comprehensive Ground Handling

Tariff year 4th (FY 2019-20) of Second Control Period

S.No.	ICAO Code	Aircraft Type	Ground Handling rates in INR for Tariff Year 4th (2019-2020)			
			Scheduled Passenger Aircraft		Scheduled Freighter Aircraft	
			Domestic	International	Domestic	International
1	Code B		12,500	33,000	-	-
2	Code C	A318,A319,A320,A321,B717,B727,B737,B8J,MD81 to MD90,DC9,TUI34,TUI34A,AN24,AN26,ATR42,ATR72,F27,F28,F50,F70,F100,YAK40,YAK42	16,500	89,000	54,000	133,000
3	Code D	A300-600,A310,B707,B727-100,B757,B767,B787-300,DC8,DC10,MD11	26,000	133,000	94,000	146,000
4	Code E	A330-200,A330-300,A340,B747SP,B747,B777,B787-800,B787-900,IL96	54,500	169,500	113,000	195,000
5	Code F	A380	96,000	239,500	154,000	287,000

Notes:

- 1) 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.
- 2) 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
- 3) All charges mentioned above Includes of concession fees payable to Airport Operators excludes all taxes such as Goods & Service Tax, as may be applicable.



GlobeGround India Pvt Ltd

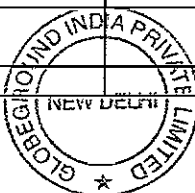
Minutes of the meeting for the stakeholder consultation to discuss the annual tariff proposal for FY2019 - 20 for Rajiv Gandhi International Airport (Hyderabad)

Date: 11-06-2019

Venue: Novotel Hotel, Hyderabad Airport

Time: 12:00 to 13:00

SL#	Points Discussed	Speaker	Response by GGI
1	GGI welcomed all the stakeholders and thanked them for joining the meeting to discuss the the ANNUAL TARIFF PROPOSAL FOR FY2019-20 OF GLOBEGROUND INDIA PRIVATE LIMITED for Rajiv Gandhi International Airport, Hyderabad. PowerPoint presentation was given to all stakeholders, to explain the basis for the proposed Annual Tariff to be filed with AERA and the format used by GGI was also explained. The SPRH clause related to the concession fee & aircraft rates was presented. It was explained that the SPRH lays down the maximum handling charges as per the aircraft type and the tariff filing is based on the same. The proposed filing format was explained along with the specifics related to each category of filing related to aircraft handling of domestic/international/freighter flight	GGI representative	
2	Query was raised regarding the currency of the filing	GF Representative	It was explained that the proposed filing is in Indian Rupees and the proposed tariff is inclusive of the concession fee and exclusive of the applicable taxes
3	Query was raised regarding the applicable concession fee	MH Representative	GGI informed the stakeholder about the overall applicable concession fee
4	It was enquired regarding aircrafts which fall under category C	GF Representative	It was explained that aircrafts like B737/A320/A321 are under category C
5	Query was raised regarding absence of bifurcation for International Aircraft Handling	GF Representative	It was explained that the proposed filing is bifurcated in International and Domestic and further into International Passenger and International Freighter handling
6	Query was raised regarding the aircraft category under which Cathay Pacific's Freighter shall fall i.e. (Code E Freighter)	CX (F) Representative	It was confirmed that CX (F) aircraft type falls under Code E freighter
7	It was enquired that the ceiling rates have been provided to GGI by airport		It was explained that the SPRH lays down the maximum handling charges as per the aircraft type and the Annual tariff filing is based on the same.
8	It was enquired that whether there shall be any change in the handling charges post filing of the Annual Tariff with AERA	GF Representative	It was explained that since the airline handling contractual charges are inclusive of the concession fee, therefore there shall not be any change in the contractual charges. The change shall only be effected as per the current contractual terms and conditions or during renewal whichever is earlier.
9	It was enquired whether the proposed tariff is the ceiling rate		It was explained that once the proposed tariff is approved by AERA , it shall be become the ceiling
10	Meeting ended with a thank you note.		



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GlobeGround India

GlobeGround India Pvt Ltd

Stakeholder Consultation Meeting with Users to Discuss Annual Tariff Proposal for FY2019 - 20

Date: 11-06-19

Venue: Boulder 2; Novotel Hotel, Hyderabad Airport

Time: 12:00 to 13:00

Attendance Sheet

GGI Representatives: Ms. Kopal Asthana, Manager, Marketing
Ms. Savi Nair, Executive, Marketing

Sl. No:	Organization Name	Representative's Name	Representative's Designation	Email	Phone Number	Signature
1	Malaysia Airlines	PAUL VIJAYAN	STATION MANAGER	paulvijayan.immanuel	9902199288	[Signature]
2	GULF AIR	MD LOIQ HYDER KHAN	AIRPORT DUTY MANAGER	mdloiqhyder.khan@ga.com	8142345866	[Signature]
3	MA SATYANARAYAN					
4	CRATON AIRWAYS	M. SATYANARAYAN	FREIGHTER OFFICER	Satyanarayana@cratonairways.com	9895162692	[Signature]
5						
6	Cathay Pacific Airways	Pradeep Wariwar	Cargo Manager, HYD	pradeep.wariwar@cathaypacific.com	9014209356	[Signature]
7						
8	Globe Ground India	VRUSHKET BHISE	Gen mgr - ops	vrushket@gmail.com	9619468542	[Signature]
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GlobeGround India

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14th August, 2019

AGM (T)

The Secretary
OSD II
AERA Building Administrative Complex
Safdarjung Airport
New Delhi 110003

Subject: Submission of "Online submission of MYTP and Annual Tariff Proposals" of GlobeGround India Private Limited for its Ground handling operations at Rajiv Gandhi International Airport (RGIA), Hyderabad for 4th & 5th Tariff year of Second Control Period

Dear Sir/Mam

This is in continuation to our earlier submission vide our letter dated 19th July, 2019 on caption subject, we are submitting herewith the copy of Concession Agreement signed with GHIAL for your reference & records for the approval process of our annual tariff proposals. We would like to state here that the concession agreement is a confidential document hence it is requested authority not to publish the same on any public domain.

Further Since we had earlier submitted ATP for 4th year of Second Control Period for approval process, now we request authority to consider the same tariff proposal for 5th year of second control period also for approval. A separate ATP for 5th year of second control period is also attached for your ready reference.

We trust that you will find the details in line with AERA guideline and requirements.

We request AERA authorities for an early approval on our submissions.


Kindly do let us know in case any further information is required in this regard.

Kindly acknowledge the receipt.

Thanking you,

Yours Sincerely

For GlobeGround India Private Limited


Authorized Signatory
Place: New Delhi

भारतीय विमानचलायन आर्थिक विनिर्मायक प्राधिकरण
सफदरजंग एअरपोर्ट, नई दिल्ली-110003

प्राप्त
डायरी नं० 14064
तारीख 14/08/2019

GlobeGround India Pvt. Ltd.
E-9, Connaught House
Connaught Place
New Delhi - 110 001 India
Phone : +91 11 23415638 / 30417700
Fax : +91 11 23416112 / 30417777
E-Mail : globeground@thebirdgroup.com
CIN : U06393DL1999PTC099630

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Annual Tariff Proposal

GlobeGround India Pvt. Ltd. (Operations at Rajiv Gandhi International Airport, Hyderabad)

Maximum Rate to be paid by Scheduled Airlines for comprehensive Ground Handling.

Tariff year 5th (FY 2020-2021) of Second Control Period

S.No.	ICAO Code	Aircraft Type	Ground Handling rates in INR for Tariff Year 5th (2020-2021)			
			Scheduled Passenger Aircraft		Scheduled Freighter Aircraft	
			Domestic	International	Domestic	International
			Rates already filed with AERA	Rates already filed with AERA	Rates already filed with AERA	Rates already filed with AERA
1	Code B		12,500	33,000	-	-
2	Code C	A318,A319,A320,A321,B717,B727,B737,BB1,MD81 to MD90,DC9,TUI34,TUI34A,AN24,AN26,ATR42,ATR72,F27,F28,F50,F70,F100,YAK40,YAK42	16,500	89,000	54,000	133,000
3	Code D	A300-600,A310,B707,B727-100,B757,B767,B787-300,DC8,DC10,MD11	26,000	133,000	94,000	146,000
4	Code E	A330-200,A330-309,A340,B747SP,B747,B777,B787-800,B787-900,IL96	54,500	169,500	113,000	195,000
5	Code F	A380	96,000	239,500	154,000	287,000

Notes:

- 1) 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.
- 2) 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
- 3) All charges mentioned above Includes of concession fees payable to Airport Operators excludes all taxes such as Goods & Service Tax, as may be applicable.



प्राप्त

3rd September, 2019

The Secretary
OSD II
AERA Building Administrative Complex
Safdarjung Airport
New Delhi 110003

**Subject: Submission of "Online submission of MYTP and Annual Tariff Proposals" of
GlobeGround India Private Limited for its Ground handling operations at Rajiv Gandhi
International Airport (RGIA), Hyderabad for 4th & 5th Tariff year of Second Control Period**

Dear Sir/Mam

This is in continuation to our earlier submissions vide our letter dated 18th March 2019 and 14th August, 2019 on caption subject.

As desired by you vide your email dated 28th August 2019, please find herewith the point wise reply along the documents for your kind consideration for tariff determination & approval process-

1. Selection Criteria as mentioned in the RFP issued by Airport Operator.

A copy of RFP document issued by GHIAL for undertaking ground handling at Rajiv Gandhi International Airport, Hyderabad is attached herewith for your kind reference.

2. Bifurcation of the proposed rates in the ATPs i.e. Ramp, Passenger and comprehensive handling may be given.

In reference to point no. 2, we would like to mention that initially before commencement business, we had submitted ATP based on GHIAL ceiling rates but considering cost of operations & due to devaluation of INR currency, the actual acquisition of customers is on slightly higher rate therefore we wish to submit herewith a revised proposed rates in ATP's for FY2019-20 and FY2020-21 in Annexure-A & A1 for your consideration. The revised ATPs is in bifurcation of Ramp, Passenger and Comprehensive handling. The reason for revision in rates in revised submission of ATP as against earlier ATP submission dated 18th March 2019, is due to after review of cost of operations & devaluation of INR currency after acquiring the customer airline.

3. Details of the present rates being charged along with the copies of duly signed agreement with airlines. A comparative between the current rates and the ceiling rates in the concession agreement may also be provided.

We had submitted signed copy of two user agreements and the rest of the user agreements are in signing process with airline customers. However the draft / un-signed copies of those user agreements are attached herewith for your kind reference. A list of existing customer airline along with a comparative between the current rates and the ceiling rates is attached herewith as Annexure B for your kind reference.

GlobeGround India Pvt. Ltd.
E-9, Connaught House
Connaught Place
New Delhi - 110 001 India
Phone : +91 11 23415638 / 30417700
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E-Mail : globeground@thebirdgroup.com
CIN : U06393DL1999PTC099630



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4. Whether the projected revenues for FY 2019-20 onward in the MYTP has been calculated based on the proposed tariff in the ATPs. Calculation details of arriving / proposed tariff may be provided.

We would like to state here that while MYTP estimates / projections, the rates for revenue calculation were taken on little bit higher side i.e. higher than GHIAL ceiling rate for passenger flight handling and lower than GHIAL ceiling rate for freighter flight handling, considering cost of operation, investments & inflation in costs & currency etc. Even based on MYTP revenue estimates / projections, the first two years of operations may be in losses. The calculation details for MYTP projected revenue as Annexure C and a projected profit & loss statement as submitted in Form -F3 are attached herewith for your kind reference.

We hereby request to Hon'ble authority to accept our revised ATP's for FY2019-20 & FY2020-21 as attached herewith this submission for approval process. We shall submit the annual compliance statement (ACS) according to schedule time as stipulated in AERA guideline for a review by authority for subsequent year's tariff approval process.

Kindly do let us know in case any further information is required in this regard.

All the above documents are confidential in nature; therefore we request authority not to publish on any public domain.

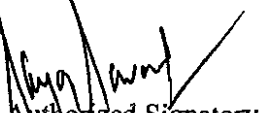
We trust that you will find the details in line with AERA guideline and requirements.

Kindly acknowledge the receipt.

Thanking you,

Yours Sincerely

For GlobeGround India Private Limited


Authorized Signatory
Place: New Delhi



Enclosure:

- | | |
|--------------------------------|-----------------------|
| 1. GHIAL RFP | - Page Nos - 1 to 53 |
| 2. Revised ATP Annexure A & A1 | - Page Nos- 54 to 55 |
| 3. Comparative Annexure B | - Page Nos- 56 to 115 |
| 4. MYTP rev Cal Annexure C | - Page Nos- 116 |
| 5. MYTP Form F3 | - Page Nos- 117 |

Annual Tariff Proposal

GlobeGround India Pvt. Ltd. (Operations at Rajiv Gandhi International Airport, Hyderabad)

Annexue - A

Maximum Tariff Rate to be paid by Scheduled Airlines for Ground Handling Services

Tariff year 4th (FY2019-20) of Second Control Period

S.No.	ICAO Code	Aircraft Type	Basic Ground Handling rates in INR						
			Scheduled Passenger Aircraft						Scheduled Freighter Aircraft
			Domestic			International			Domestic
			Comprehensive	Ramp	Pax	Comprehensive	Ramp	Pax	International
1	Code B	Single Engine Craft	12,500	7,500	5,000	40,230	24,138	16,092	-
2	Code C	A318,A319,A320,A321,B717,B727,B737,BBJ,MD81 to MD90,DC9,TUI34,TUI34A,AN24,AN26,ATR42,ATR72, F27,F28,F50,F70,F100,YAK40,YAK42	16,500	9,900	6,600	94,500	56,700	37,800	54,000
3	Code D	A300-600,A310,B707,B727-100,B757,B767,B787-300,DC8,DC10,MD11	26,000	15,600	10,400	142,000	85,200	56,800	94,000
4	Code E	A330-200,A330-309,A340,B747SP,B747,B777,B787-800,B787-900,IL96	54,500	32,700	21,800	192,500	115,500	77,000	113,000
5	Code F	A380	96,000	57,600	38,400	239,500	143,700	95,800	154,000

Notes:

- 1) Adhoc additional services on demand of customers are separate / additional according to user agreements
- 2) The rates with each Airline will be negotiated based on services required from SGHA service items , flight frequency (Volume) , 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 includes of concession fees payable to Airport Operators excludes all taxes such as Goods & Service Tax, as may be applicable.



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Annual Tariff Proposal

GlobeGround India Pvt. Ltd. (Operations at Rajiv Gandhi International Airport, Hyderabad)

Annexure - A 1

Maximum Tariff Rate to be paid by Scheduled Airlines for Ground Handling Services

Tariff year 5th (FY2020-21) of Second Control Period

			Basic Ground Handling rates in INR							
			Scheduled Passenger Aircraft						Scheduled Freighter Aircraft	
S.No.	ICAO Code	Aircraft Type	Domestic			International			Domestic	International
			Comprehensive	Ramp	Pax	Comprehensive	Ramp	Pax	Ramp	Ramp
1	Code B	Single Engine Craft	12,500	7,500	5,000	42,443	25,466	16,977	-	-
2	Code C	A318,A319,A320,A321,B717,B727,B737,BBJ,MD81 to MD90,DC9,TUI34,TUI34A,AN24,AN26,ATR42,ATR72, F27.F28.F50.F70.F100,YAK40,YAK42	16,500	9,900	6,600	99,698	59,819	39,879	54,000	140,315
3	Code D	A300-600,A310,B707,B727-100,B757,B767,B787-300,DC8,DC10,MD11	26,000	15,600	10,400	149,810	89,886	59,924	94,000	154,030
4	Code E	A330-200,A330-309,A340,B747SP,B747,B777,B787-800,B787-900,IL96	54,500	32,700	21,800	203,088	121,853	81,235	113,000	205,725
5	Code F	A380	96,000	57,600	38,400	252,673	151,604	101,069	154,000	302,785

Notes:

- Adhoc additional services on demand of customers are separate / additional according to user agreements
- The rates with each Airline will be negotiated based on services required from SGHA service items , flight frequency (Volumn) , service level agreement , credit period and liability and indemnity requirement.
- 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
- All charges mentioned above includes of concession fees payable to Airport Operators excludes all taxes such as Goods & Service Tax, as may be applicable.



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ANNEXURE - IIGlobe Ground India Private Limited-Ground Handling Services at Rajiv Gandhi International Airport, HyderabadMaximum Rates to be paid by Scheduled/Non -Scheduled Airlines for Ground Handling Services for Forth Tariff Year(FY 2019-20) of the Second Control Period

Ground Handling rates in INR for Tariff Year 4th (2019-20)										
S.No.	ICAO Code	Aircraft Type	Scheduled Passenger Aircraft						Scheduled Freighter Aircraft	
			Domestic			International			Domestic	International
			Comprehensive	Ramp	Pax	Comprehensive	Ramp	Pax	Ramp	Ramp
1	Code B	Single Engine Craft	12,500	7,500	5,000	40,230	24,138	16,092	----	----
2	Code C	A318,A319,A320,A321,B717,B727, B737, BBJ,MD81 to MD90,DC9,TU134,TU134A,AN24,AN26,ATR42,ATR72,F27,F28,F50,F70,F100,YAK40,YAK42	16,500	9,900	6,600	94,500	56,700	37,800	54,000	1,33,000
3	Code D	A300-600, A310,B707, B727-100,B757, B767, B787-300, DC8, DC10, MD11	26,000	15,600	10,400	1,42,000	85,200	56,800	94,000	1,46,000
4	Code E	A330-200, A330-300,A340,B747SP, B747,B777,B787-800,B787-900,IL96	54,500	32,700	21,800	1,92,500	1,15,500	77,000	1,13,000	1,95,000
5	Code F	A380	96,000	57,600	38,400	2,39,500	1,43,700	95,800	1,54,000	2,87,000

Notes:

All charges mentioned above include concession fees payable to Airport Operator and exclude all taxes such as Goods & Service Tax, as may be applicable.

Globe Ground India Private Limited-Ground Handling Services at Rajiv Gandhi International Airport, HyderabadMaximum Rates to be paid by Scheduled/Non -Scheduled Airlines for Ground Handling Services for Fifth Tariff Year(FY 2020-21) of the Second Control Period

			Ground Handling rates in INR for Tariff Year 5th (2020-21)							
S.No.	ICAO Code	Aircraft Type	Scheduled Passenger Aircraft						Scheduled Freighter Aircraft	
			Domestic			International			Domestic	International
			Comprehensive	Ramp	Pax	Comprehensive	Ramp	Pax	Ramp	Ramp
1	Code B	Single Engine Craft	12,500	7,500	5,000	42,443	25,466	16,977	-----	-----
2	Code C	A318,A319,A320,A321,B717,B727,B737,BBJ,MD81 to MD90,DC9,TUI34,TU134A,AN24,AN26,ATR42,ATR72,F27,F28,F50,F70,F100,YAK40,YAK42	16,500	9,900	6,600	99,698	59,819	39,879	54,000	1,40,315
3	Code D	A300-600, A310,B707, B727-100,B757, B767, B787-300, DC8, DC10, MD11	26,000	15,600	10,400	1,49,810	89,886	59,924	94,000	1,54,030
4	Code E	A330-200, A330-309,A340,B747SP, B747, B777, B787-800, B787-900,IL96	54,500	32,700	21,800	2,03,088	1,21,853	81,235	1,13,000	2,05,725
5	Code F	A380	96,000	57,600	38,400	2,52,673	1,51,604	1,01,069	1,54,000	3,02,785

Notes:

All charges mentioned above include concession fees payable to Airport Operator and exclude all taxes such as Goods & Service Tax, as may be applicable.