

Airports Economic Regulatory Authority of India

TO CONSIDER THE ANNUAL TARIFF PROPOSAL (ATP) FOR 4th TARIFF YEAR (FY 2019-20) & 5th TARIFF YEAR (FY 2020-21) OF THE SECOND CONTROL PERIOD IN RESPECT OF M/s AIR INDIA SATS AIRPORT SERVICES PRIVATE LIMITED (AISATS) FOR PROVIDING CARGO HANDLING SERVICES AT KEMPEGOWDA INTERNATIONAL AIRPORT (KIA), BENGALURU.

New Delhi: 14th February, 2020.

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

1. Brief Background:

M/s Air India SATS Airport Services Private Limited (AISATS) is one of the Cargo Handling agency providing Cargo Handling (CH) Services at Kempegowda International Airport (KIA), Bengaluru. The Authority, vide its MYTO Order No. 22/2011-12 dated 29.09.2011, had decided to adopt '**Light Touch Approach**' for the 1st Control Period in respect of the AISATS, as the Cargo Handling services was assessed as 'Material but Competitive'. The Authority further vide its Order No.40/2017-18 dated 01.03.2018 had decided to adopt '**Light Touch Approach**' for determination of tariff of the 2nd Control period also. In the same order, the Authority also determined the tariff for (FY 2016-17) 1st tariff year, (FY 2017-18) 2nd tariff year and (FY 2018-19) 3rd tariff year of the 2nd Control Period.

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

- 2.1 M/s AISATS vide letter dated 13.01.2020 submitted Annual Tariff Proposal (ATP) towards determination of tariffs for (FY 2019-20) 4th tariff year of the 2nd Control Period for providing Cargo Handling Services at Kempegowda International Airport, Bengaluru. AISATS has not submitted the Annual Tariff Proposal (ATP) for FY 2020-21.
- 2.2 M/s AISATS proposed no increase in the ATP of FY 2019-20 when compared to existing tariff of FY 2018-19 approved vide order no. 40/2017-18 dated 01.03.2018 (**Annexure I**).
- 2.3 AISATS submitted the Annual Compliance Statements (ACS) for FY 2016-17, FY 2017-18 & FY2018-19 of the Second control period. (**Annexure-II**).
- 2.4 M/s AISATS further submitted the copy of Concession Agreement with BIAL. As per the Concession agreement, AISATS is paying Concession fee to the Airport Operator at the rate of 18% of Gross Revenue. AISATS also submitted the copies of the valid User Agreements with Airlines at the times of submission of their MYTP. AISATS has not conducted any User consultation Committee Meeting.

3 Authority's Examination on the proposal.

- 3.1 The Authority vide order No.40/2017-18 dated 01.03.2018 had decided to adopt "Light Touch Approach" for determination of tariff for the 2nd Control Period w.e.f 01.04.2016 to 31.03.2021, as the Cargo Handling Services rendered by M/s AISATS at Kempegowda International Airport, Bengaluru was "Material but Competitive". The Materiality index of Bengaluru Airport for Cargo Handling stands at 11.23% and the competitor of AISATS is Menzies Aviation Bobba (Bangalore) Pvt Ltd at Bengaluru Airport. In the same order, the Authority also

determined tariff for 1st tariff year, 2nd tariff year and 3rd tariff year of the 2nd Control Period. To avoid any regulatory vacuum the Authority vide interim Order No. 48/2018-19 dated 25th March, 2019 allowed M/s AISATS to continue levy of existing tariff as on 31.03.2019 up to 30.09.2019. The Authority further vide interim order no 08/2019-20 dated 26th September, 2019 allowed AISATS to continue levy of the existing tariff as on 30.09.2019 up to 31.03.2020 or till the date of determination of tariff by AERA whichever is earlier.

- 3.2 The Authority had to engage in protracted mail correspondence from August 2019 onwards and hold personal follow up meetings with AISATS officials in September & October 2019 after which AISATS submitted their ATPs for 4th tariff year i.e. (FY2019-20) of the 2nd Control Period. M/s AISATS was allowed further time to submit ATP for 5th tariff year i.e. FY 2020-21. Still AISATS has not submitted the ATP for FY 2020-21. As FY 2019-20 is already coming to an end and FY 2020-21 shall commence shortly, therefore the Authority has decided to determine the tariff for both the tariff year together i.e. (FY 2019-20) 4th tariff year and (FY 2020-21) 5th tariff year of the 2nd Control Period.
- 3.3 The Authority observed that AISATS started a new Cool Port Terminal for Perishable Cargo from 01st October, 2016, for which AISATS had made a huge investment. In this regard, AISATS requested to the Authority to revise their tariff rate of perishable cargo in cool port facility. The Authority considered the request made by the AISATS and in its order no. 40/2017-18 dated 01.03.2018 revised the tariff rate from 2.750/kg to 3.025/kg for Perishable cargo in Cool port Facility with a condition that AISATS should submit the ACS duly audited for the FY 2017-18 well in time enabling the Authority to examine the impact of revised tariff for perishable Cargo in Cool Port Facility. The Authority analysed the ACS of FY 2017-18 and FY 2018-19 as submitted by AISATS and observed that they have not provided financial data, volume base data and any others data to examine the impact of revised tariff rates of cool port facility. The Authority again allow further time to M/s AISATS for submitting the data of perishable Cargo in cool port facility. Till date, AISATS has not submitted any data. Therefore, **the Authority has decided to roll back the revised tariff rate for perishable Cargo in cool port facility to the earlier level of Rs 2.750/kg for the remaining period of the 4th tariff year and 5th tariff year of the 2nd Control Period.**
- 3.4 In order to determine the tariff for (FY 2019-20) 4th tariff year and (FY 2020-21) 5th tariff year, the Authority, analysed the revenue, cost, yield per unit based on Annual Compliance Statement (ACS) for FY 2016-17, FY 2017-18 & FY 2018-19 and further submission made by M/s AISATS, the Authority observed that M/s AISATS is earning a good return on average RAB that was 134.23% in FY 2016-17, 138.91% in FY 2017-18 and 147.87% in FY 2018-19 (actuals). Further, as per projections submitted by M/s AISATS in its MYTP for FY 2019-20 and FY 2020-

21, Return on average RAB will be 133.06% and 236.48% respectively. The operating profit/Turnover ratio was 41.29% in FY 2016-17, 36.74% in FY 2017-18 and 33.37% in FY 2018-19 (actuals) & the projected operating profit/Turnover ratio will be 20.80% in FY 2019-20 and 20.57% in FY 2020-21 and there is surplus in the ARR during the 2nd Control Period.

- 3.5 The Authority further noted that M/s AISATS proposed no increase in tariff for FY 2019-20. However, they have submitted a meagre/small increase of 0.02 paisa in some of the head/components (highlighted in the tariff card) for the purpose of rounding off to the nearest INR 5/. M/s AISATS also submitted a slight increase of 0.64 paisa in the X-ray charging with certification for export/outbound cargo and 0.65 paisa in catering charges for transshipment of import/export cargo. The Authority notes that AISATS has not proposed any increase in tariff in their ATP submissions, hence, no increase is to be considered in any head/component of the tariff card for the remaining tariff years of the 2nd Control Period.

4 Proposal

The Authority, after careful consideration of the ATP for (FY 2019-20) 4th tariff year and (FY 2020-21) 5th tariff year of the 2nd Control period, makes the following proposal for Stakeholder Consultation:

- 4.1 Keeping in view the facts as stated at para 3 above, the Authority proposes to allow M/s AISATS to continue the levy of existing tariff as on 31.03.2019 for the 4th tariff year and 5th tariff year of the 2nd control period (except tariff rates of perishable cargo in cool port facility) as detailed in **(Annexure-III)** .
- 4.2 Tariff determined as above will be maximum tariff to be charged. No other charge is to be levied over and above the approved tariff.
- 4.3 Demurrage free period shall be as per Government orders issued from time to time.
5. In accordance with the provisions of Section 13(4) of the AERA Act, the proposal contained in para 4 above is hereby put forth for stakeholder consultation. To assist the stakeholders in making their submissions in a meaningful and constructive manner, necessary documents are enclosed as annexures to the consultation paper. For removal of doubts, it is clarified that the contents of this Consultation Paper may not be construed as any Order or Direction of this Authority. The Authority shall pass an Order, in the matter, only after considering the submissions of the stakeholders in response hereto and by making such decision fully documented and explained in terms of the provisions of the Act.

- 6 The Authority welcomes written evidence-based feedback, comments and suggestions from stakeholders on the proposal made in para 4 above, latest by **06.03.2020** at the following address:

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Airports Economic Regulatory Authority of India,
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Safdarjung Airport,
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Email: krishan.ram@aera.gov.in
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Tel: 011-24695043
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Chairperson

AISATS Cargo Handling Services (Bengaluru)

Form F14 (b) - Annual Tariff Proposal for Tariff Year FY1920

MAXIMUM RATES TO BE PAID BY FREIGHT FORWARDER FOR INTERNATIONAL CARGO

S.No.	LIST OF CHARGES	FY 2019-20	
		MINIMUM RATE in INR	RATE PER KG in INR
A) INTERNATIONAL CARGO			
EXPORT CARGO			
1	TERMINAL, STORAGE AND PROCESSING CHARGE [TSP] - (per Shipping Bill)		
a)	General cargo	125	1.05
b)	Special cargo (AVI)	250	1.60
c)	DGR/VAL cargo	250	2.75
d)	Perishable cargo in Coolport Facility (PER/PIL/PEF etc.)	250	3.025
2	DEMURRAGE / STORAGE CHARGE (rate per kg per day)		
a)	General cargo	136.5	0.85
b)	Special cargo (AVI)	262.5	1.60
c)	PER/DGR/VAL cargo	262.5	2.75
3	COURIER HANDLING CHARGE	150	1.60
4	PACKING/REPACKING/STRAPPING CHARGE	5.00 per Carton/Bag	
5	RETURN CARGO CHARGE	500.00 per AWB	
6	AIR WAYBILL AMENDMENT CHARGE	100.00 per AWB	
7	WEIGHT / VOLUME MIS-DECLARATION CHARGE		
a)	2-5% variation	2 times applicable TSP charge	
b)	More than 5% variation	5 times applicable TSP charge	
8	OVERTIME CHARGE (beyond customs working hours)	50.00 per Shipping Bill	
	VAL cargo	1000.00 per AWB	
IMPORT CARGO			
1	TERMINAL, STORAGE AND PROCESSING CHARGE [TSP] - (per Bill of Entry)		
a)	General cargo/Unaccompanied Baggage	125	5.4
b)	Special cargo (AVI)	250	10.8
c)	PER/DGR/VAL cargo	250	10.8
2	DEMURRAGE / STORAGE CHARGE (rate per kg per 24 hours)		
A	General cargo		
i)	Flight Actual Time of Arrival (ATA) plus 48 hours	No charge	No charge
ii)	Cargo cleared between 48 hours and 96 hours	336	1.65
iii)	Cargo cleared between 96 hours and 720 hours	336	3.09
iv)	Cargo cleared after 720 hours	336	4.63
b	Special cargo (AVI)		
i)	Flight Actual Time of Arrival (ATA) plus 48 hours	No charge	No charge
ii)	Cargo cleared between 48 hours and 96 hours	625	3.09
iii)	Cargo cleared between 96 hours and 720 hours	625	6.17
iv)	Cargo cleared after 720 hours	625	9.26
c	PER/DGR/VAL cargo		
i)	Flight Actual Time of Arrival (ATA) plus 48 hours	No charge	No charge
ii)	Cargo cleared between 48 hours and 96 hours	1275	6.17
iii)	Cargo cleared between 96 hours and 720 hours	1275	12.4
iv)	Cargo cleared after 720 hours	1275	18.58
4	COURIER HANDLING CHARGE	200	6.06

	AIR WAYBILL AMENDMENT CHARGE	100 per AWB	
6	TRANSHIPMENT CHARGE		
a	General cargo	125	1.98
b	PER/DGR/VAL/AVI cargo	235	1.98
	Documentation Charges	100.00 per AWB	
7	OVERTIME CHARGE (beyond customs working hours)		
a	General cargo	200.00 Per Bill Of Entry	
b	VAL cargo	1000.00 per AWB	
8	PACKING/REPACKING/STRAPPING CHARGE	5.00 per carton	

Note:

1. Consignments of Human Remains, Coffins and Unaccompanied Baggage of the deceased and Human Eyes will be exempt from the purview of TSP charges and Demurrage Charges.
2. TSP charges applicable to Newspaper TV reel consignments shall be at 50% of applicable charges.
3. TSP charges are inclusive of forklift used for loading/offloading the cargo to/from the truck and putting cargo on customs area for examination
4. Charges will be levied on the Gross Weight or Chargeable Weight whichever is higher. Wherever there is a mis-declaration of Gross Weight or Chargeable Weight on the AWB, the Actual Gross Weight or the Actual Chargeable Weight will be used for the charges whichever is higher.

5. Demurrages

Export Cargo – Refer to MoCA order No. AV-16011 dated 02.12.2016. Free period for export cargo shall be 12 Hrs from offloading of cargo in the terminal or as decided by Govt. of India from time to time.

Import Cargo - Free period shall be 48 Hrs from segregation time or as decided by Govt. of India from time to time.

If the clearance is done on 3rd and 4th day from Flight Segregation Time then the charges are as per 2(A), (B) & (C) per kg per day If the clearance is done after the 4th day of the Flight Segregation Time, the demurrage will be calculated cumulatively as under.

- a) Day of Flight Segregation Time - 4th day Slab 1
- b) 5th day - 29 days- (both days inclusive) Slab 1 & Slab 2
- c) Beyond 29 days Slab 3

6. All billing will be rounded off to INR 5/- as per IATA TACT rules.
7. Special cargo (AVI) consists of live animals and day old chicks.
8. VAL Cargo includes gold bullion, currency notes, shares, share coupons, traveler's cheque, diamonds (including diamonds for industrial use) diamond jewelry, watches of silver, gold, platinum and all items of value USD 1000 / KG and above.
9. For Consolidation on Transshipment Cargo - TSP charges will be levied to all types of Cargo, in addition to Transshipment Charges mentioned above. Demurrage Charges for the free period may be considered to be governed as per the instructions of govt. of India issued from time to time.
10. All Charges mentioned above are excluding GST, which is payable additionally.
11. All Charges mentioned above include the concession fee charged by airport operator.
12. No outside labour will be permitted to handle cargo in Air India SATS Air Freight Terminal & AISATS COOLPORT.

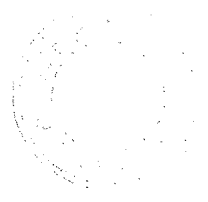
Annex F14 (b) - Annual Tariff Proposal for Tariff Year (FY1920)
MAXIMUM RATES TO BE PAID BY FREIGHT FORWARDER FOR DOMESTIC CARGO

S. No.	LIST OF CHARGES	FY 2019-20	
		MINIMUM RATE in INR	RATE PER KG in INR
B) DOMESTIC CARGO			
OUTBOUND CARGO			
1	TERMINAL, STORAGE AND PROCESSING CHARGE [TSP]		
a)	General cargo	105	0.72
b)	Special cargo (AVI)	210	2.26
c)	PER/DGR/VAL cargo	210	2.26
d)	PER Cargo (Cargo not stored in cold room only for flowers, fruits & vegetables)	200	0.72
2	DEMURRAGE / STORAGE CHARGE (rate per kg per day)		
a)	General cargo	131	0.72
b)	Special cargo (AVI)	210	2.26
c)	PER/DGR/VAL cargo	210	2.26
d)	PER Cargo (Cargo not stored in cold room only for flowers, fruits & vegetables)	200	0.72
3	COURIER HANDLING CHARGE	105	0.72
4	PACKING/REPACKING/STRAPPING CHARGE	6.00 per Carton/Bag	
5	RETURN CARGO CHARGE	105.00 per AWB	
6	AIR WAYBILL AMENDMENT CHARGE	105.00 per AWB	
7	PER Cargo (Cargo not stored in cold room only for flowers, fruits & vegetables)		
a)	2-5% Variation	2 times applicable TSP charge	
b)	More than 5% Variation	5 times applicable TSP Charge	
INBOUND CARGO			
1	TERMINAL, STORAGE AND PROCESSING CHARGE [TSP]		
a)	General cargo/Unaccompanied Baggage	131	1.21
b)	Special cargo (AVI)	210	2.32
c)	PER/DGR/VAL cargo	210	2.32
d)	PER Cargo (Cargo not stored in cold room only for flowers, fruits & vegetables)	200	1.21
2	DEMURRAGE / STORAGE CHARGE (rate per kg per 24 hours)		
a	General cargo	210	1.38
b	Special cargo (AVI)	263	2.43
c	PER/DGR/VAL cargo	263	2.43
d)	PER Cargo (Cargo not stored in cold room only for flowers, fruits & vegetables)	200	1.38
3	COURIER HANDLING CHARGE	131	1.21
4	AIR WAYBILL AMENDMENT CHARGE	105 per AWB	
5	PACKING/REPACKING/STRAPPING CHARGE	6.00 per carton	



s:

1. Consignments of Human Remains, Coffins and Unaccompanied Baggage of the deceased and Human Eyes will be exempt from the purview of TSP charges and Demurrage Charges.
2. TSP charges applicable to Newspaper TV reel consignments shall be at 50% of applicable charges.
3. TSP charges are inclusive of forklift used for loading/offloading the cargo to/from the truck and putting cargo on customs area for examination
4. The Charges will be levied on Gross Weight or Chargeable Weight whichever is higher. In Case mis-declaration is found on the Airwaybill, the Actual Gross Weight or the Actual Chargeable Weight would be applicable and whichever is higher will be taken for the levy.
5. Demurrage / Storage - Free Period will be 24 Hours for shipper / Consignee or as decided by Govt. of India from time to time.
6. All billing will be rounded off to INR 5/- as per IATA TACT rules.
7. Special cargo (AVI) consists of live animals and day old chicks.
8. VAL Cargo includes gold bullion, currency notes, shares, share coupons, traveler's cheque, diamonds (including diamonds for industrial use) diamond jewelry, watches of silver, gold, platinum and all items of value USD 1000 / KG and above.
9. All Charges are excluding GST and will be payable additionally.
11. All charges mentioned above include the concession fee charged by airport operator.
12. No Outside labour will be allowed to handle the cargo in Air India SATS Air Freight Terminal.
13. Complete shipment should be available prior to payment of TSP Charges.
14. Parking Charges as per International Tariff sheet.
15. Two Wheeler parking subject to Availability.



Ann F14 (b) - Annual Tariff Proposal for Tariff Year (FY1920)
MAXIMUM RATES TO BE PAID BY AIRLINES FOR CARGO HANDLING

S.No	Description of Service	Unit	FY 2019-20
			Maximum Rate in INR
A) INTERNATIONAL CARGO			
EXPORT CARGO			
1	Handling Charges		
1.1	General Cargo		
1.1.1	Palletisation / Containerisation	Per kg	1.89
1.1.2	Bulk Cargo	Per kg	1.22
1.2	Valuable Perishable, Hazardous Cargo & Live Animal etc.		
1.2.1	Palletisation / Containerisation	Per kg	3.78
1.2.2	Bulk Cargo	Per kg	2.31
1.3	Express & Courier Cargo		
1.3.1	Palletisation / Containerisation	Per kg	4.73
1.3.2	Bulk Cargo	Per kg	2.89
2	Storage Charges		
2.1	General Export Cargo	Per kg	1.79
2.2	Valuable Perishable, Hazardous Cargo & Live Animal etc.	Per kg	4.31
3	Electronic Data Submission For Customs	Per flight	135
IMPORT CARGO			
1	Handling Charges	Per kg	
1.1	General Cargo		
1.1.1	Palletisation / Containerisation	Per kg	1.89
1.1.2	Bulk Cargo	Per kg	1.22
1.2	Valuable Perishable, Hazardous Cargo & Live Animal etc.		
1.2.1	Palletisation / Containerisation	Per kg	3.78
1.2.2	Bulk Cargo	Per kg	2.31
1.3	Express & Courier Cargo		
1.3.1	Palletisation / Containerisation	Per kg	4.73
1.3.2	Bulk Cargo	Per kg	2.89
2	Storage Charges		
2.1	General Cargo	Per kg	1.79
2.1.1	Subject to a minimum of	Per IGM	241.5
2.2	Valuable Perishable, Hazardous Cargo & Live Animal etc.	Per kg per day or part thereof	4.31
2.2.1	Subject to a minimum of	Per AWB per day or part thereof	241.5
3	Electronic Data Submission For Customs	Per flight	135
TRANSHIPMENT CARGO			
1	Carting charges for Transshipment of import / export cargo	Per kg per day or part thereof	2.75
1.1	Subject to minimum of	Per AWB per day or part thereof	168
X-RAY SCREENING EXPORT CARGO			
1	X-Ray charges with Certification	Per kg	2.85

1.1	Subject to minimum of	Per consignment	105
B) DOMESTIC CARGO			
OUTBOUND CARGO			
1	Handling Charges		
1.1	General Cargo		
1.1.1	Palletisation / Containerisation	Per kg	1.89
1.1.2	Bulk Cargo	Per kg	1.16
1.2	Valuable Perishable, Hazardous Cargo & Live Animal etc.		
1.2.1	Palletisation / Containerisation	Per kg	3.78
1.2.2	Bulk Cargo	Per kg	2.31
1.3	Express & Courier Cargo		
1.3.1	Palletisation / Containerisation	Per kg	4.73
1.3.2	Bulk Cargo	Per kg	2.89
2	Storage Charges		
2.1	General Export Cargo	Per kg	1.79
2.2	Valuable Perishable, Hazardous Cargo & Live Animal etc.	Per kg	4.31
INBOUND CARGO			
1	Handling Charges		
1.1	General Cargo		
1.1.1	Palletisation / Containerisation	Per kg	1.89
1.1.2	Bulk Cargo	Per kg	1.16
1.2	Valuable Perishable, Hazardous Cargo & Live Animal etc.		
1.2.1	Palletisation / Containerisation	Per kg	3.78
1.2.2	Bulk Cargo	Per kg	2.31
1.3	Express & Courier Cargo		
1.3.1	Palletisation / Containerisation	Per kg	4.73
1.3.2	Bulk Cargo	Per kg	2.89
2	Storage Charges		
2.1	General Cargo	Per kg	1.79
2.1.1	Subject to a minimum of	Per IGM	241.5
2.2	Valuable Perishable, Hazardous Cargo & Live Animal etc.	Per kg per day or part thereof	4.31
2.2.1	Subject to a minimum of	Per AWB per day or part thereof	241.5
X-RAY SCREENING OUTBOUND CARGO			
1	X-Ray charges with Certification	Per kg	2.85
1.1	Subject to minimum of	Per consignment	105



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- 1) To achieve the projected ARR only maximum cargo handling rates have been suggested for Airlines as user agreements will be entered into with each Airline based on the IATA AHM 810 STANDARD GROUND HANDLING AGREEMENT 2004 or 2008 or 2013 (SGHA).
- 2) The rates with each Airline will be negotiated based on services required from SGHA service items (usage of equipment and manpower), throughput, service level agreement, credit period and liability and indemnity requirement.
- 3) All charges mentioned above exclude taxes which will be charged at the prevailing rates.
- 4) No outside labor will be allowed to handle cargo in Air India SATS Airfreight Terminal and AISATS COOLPORT.



Form F16 - Performance Report for the Tariff Year 2016 - 17

Particulars		Actual for the Tariff Year under consideration	Forecast as per the Multi Year Tariff Order
Total Revenue from Regulated Service	(1)	1,05,17,49,381	1,18,96,09,124
Total Revenue from services other than Regulated Service	(2)	4,05,48,257	4,10,72,879
Operating Expenditure	(3)	53,40,89,671	84,15,81,616
Depreciation	(4)	10,72,30,476	10,00,21,965
Total Expenditure	(3) + (4) = (5)	64,13,20,147	94,16,03,581
Regulatory Operating Profit	(1) - (5) = (6)	41,04,29,235	24,80,05,543
Capital Expenditure	(7)	1,52,54,709	38,50,00,000
Opening RAB	(8)	38,20,59,415	35,36,70,946
Disposals / Transfers	(9)	-	-
Closing RAB	(7)+(8)-(9)=(10)	29,00,83,648	63,86,48,981
Average RAB	[(8)+(10)]/2 = (11)	33,60,71,531	49,61,59,964
Return on Average RAB	(6) / (11)	1.22	0.50
Total Volume (in Tonnes)	(12)	1,46,745	1,38,608
Average Yield per Unit	(1)/(12)	7,167	8,583



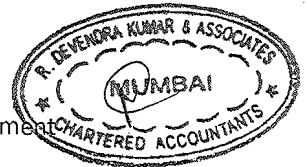
Form F16 - Performance Report for the Tariff Year 2017 - 18

Particulars		Actual for the Tariff Year under consideration	Forecast as per the Multi Year Tariff Order
Total Revenue from Regulated Service	(1)	980,183,209	1,249,089,580
Total Revenue from services other than Regulated Service	(2)	50,842,611	43,126,523
Operating Expenditure	(3)	601,688,326	883,660,697
Depreciation	(4)	50,503,929	111,688,631
Total Expenditure	(3) + (4) = (5)	652,192,255	995,349,328
Regulatory Operating Profit	(1) - (5) = (6)	327,990,953	253,740,252
Capital Expenditure	(7)	15,960,923	55,000,000
Opening RAB	(8)	95,786,861	638,648,981
Disposals / Transfers	(9)	-	-
Closing RAB	(7)+(8)-(9)=(10)	61,243,854	581,960,350
Average RAB	[(8)+(10)]/2 = (11)	78,515,357	610,304,666
Return on Average RAB	(6) / (11)	4.18	0.42
Total Volume (in Tonnes)	(12)	152,293	145,190
Average Yield per Unit	(1)/(12)	6,436	8,603

Note:

* Total revenue from regulated service include revenue from Misc income, sale of scrap, training fees, commission & hire charges.

** We prepare the statement on the basis of the Audited financial statement for F.Y.2017-18 and management certified TB/financial statement for unit wise balances.



Form F16 - Performance Report for the Tariff Year 2018 - 19

Particulars		Actual for the Tariff Year under consideration	Forecast as per the Multi Year Tariff Order
Total Revenue from Regulated Service	(1)	1,076,458,708	1,286,562,268
Total Revenue from services other than Regulated Service	(2)	65,899,006	45,282,849
Operating Expenditure	(3)	720,746,134	927,843,732
Depreciation	(4)	40,346,791	121,688,631
Total Expenditure	(3) + (4) = (5)	761,092,925	1,049,532,363
Regulatory Operating Profit	(1) - (5) = (6)	315,365,783	237,029,905
Capital Expenditure	(7)	45,116,712	45,000,000
Opening RAB	(8)	61,247,735	581,960,350
Disposals / Transfers	(9)	-	-
Closing RAB	(7)+(8)- (9)=(10)	66,017,656	505,271,719
Average RAB	[(8)+(10)]/2 = (11)	63,632,696	543,616,034
Return on Average RAB	(6) / (11)	4.96	0.44
Total Volume (in Tonnes)	(12)	163,521	152,111
Average Yield per Unit	(1)/(12)	6,583	8,458

Note:

1. Total revenue from regulated service include revenue from Misc income, sale of scrap, training fees, commission & hire charges.
2. We prepare the statement on the basis of the Audited financial statement for F.Y.2018-19 and management certified TB/financial statement for unit wise balances.
3. Corporate office Income and Expenses are apportioned to all unit based on turnover.
4. Corporate office non operating income are consider under other income while apportionment to all unit.



Tariff Rates Proposed by AERA
AISATS CARGO HANDLING SERVICES BENGALURU
Maximum Rates to be paid by freight forwarder for International Cargo

S.No.	List of Charges	FY 2019-20 & FY2020-21	
		Minimum Rate in INR	Rate Per Kg in INR
A) International Cargo			
Export Cargo			
1	Terminal, Storage and Processing charge {TSP}-(per shipping Bill)		
a)	General Cargo	125	1.05
b)	Special Cargo (AVI)	250	1.58
c)	PER/DGR/VAL cargo	250	2.73
d)	Perishable Cargo in Coolport Facility(PER/PIL/PEF etc.)	250	2.75
2	DEMURRAGE/STORAGE CHARGE (rate per kg per day)		
a)	General Cargo	136.5	0.84
b)	Special Cargo (AVI)	262.5	1.58
c)	PER/DGR/VAL cargo	262.5	2.73
3	COURIER HANDLING CHARGE	150	1.58
4	PACKING/REPACKING/STRAPPING CHARGE	5/- Per Carton/Bag	
5	RETURN CARGO CHARGE	500.00 per AWB	
6	AIR WAYBILL AMENDMENT CHARGE	100.00 per AWB	
7	WEIGHT/VOLUME MIS-DECLARATION CHARGE		
a)	2-5% variation	2 times applicable TSP charge	
b)	More than 5% variation	5 times applicable TSP charge	
9	OVERTIME CHARGE (beyond customs working hours)	50.00 per shipping bill	
	VAL cargo	1000.00 per AWB	
Import Cargo			
1	TERMINAL , STORAGE AND PROCESSING CHARGE [TSP]- (per Bill of Entry)		
a)	General cargo / Unaccompanied Baggage	125	5.4
b)	Special Cargo (AVI)	250	10.8
c)	PER/DGR/VAL cargo	250	10.8
2	DEMURRAGE/STORAGE CHARGE (rate per kg per 24 hours)		
a	General Cargo		
i)	Flight Actual Time of Arrival (ATA) plus 48 hours	No charge	No charge
ii)	Cargo cleared between 48 hours and 96 hours	336	1.65
iii)	Cargo cleared between 96 hours and 720 hours	336	3.09
iv)	Cargo cleared after 720 hours	336	4.63
b	Special Cargo (AVI)		
i)	Flight Actual Time of Arrival (ATA) plus 48 hours	No charge	No charge
ii)	Cargo cleared between 48 hours and 96 hours	625	3.09
iii)	Cargo cleared between 96 hours and 720 hours	625	6.17
iv)	Cargo cleared after 720 hours	625	9.26
c	PER/DGR/VAL cargo		
i)	Flight Actual Time of Arrival (ATA) plus 48 hours	No charge	No charge
ii)	Cargo cleared between 48 hours and 96 hours	1275	6.17
iii)	Cargo cleared between 96 hours and 720 hours	1275	12.4

iv)	Cargo cleared after 720 hours	1275	18.58
3	COURIER HANDLING CHARGE	200	6.06
4	AIR WAYBILL AMENDMENT CHARGE	100 Per AWB	
5	TRANSHIPMENT CHARGE		
a	General cargo	125	1.98
b	PER/DGR/VAL/AVI cargo	235	1.98
6	Documentation Charges	100.00 per AWB	
7	OVERTIME CHARGE (beyond customs working hours)		
a	General cargo	200/- per Bill of Entry	
b	VAL cargo	1000/- per AWB	
8	PACKING/REPACKING/STRAPPING CHARGE	5/- Per Carton	

Note:

- 1 Consignments of Human Remains, Coffins and Unaccompanied Baggage of the Deceased and Human eyes will be exempt from the purview of TSP charges and Demurrage Charges.
- 2 TSP charges applicable to Newspaper TV reel consignments shall be at 50% of applicable charges.
- 3 TSP charges are inclusive of forklift used for loading/offloading the cargo to/from the truck and putting cargo on customs area for examination.
- 4 Charges will be levied on the Gross weight or Chargeable Weight whichever is higher. Wherever there is a mis-declaration of Gross weight or Chargeable Weight, the Actual Gross weight or the Actual Chargeable Weight will be used for the charges whichever is higher.
- 5 Demurrage
Export Cargo- Total free period available for export cargo would be 12 hrs. or as decided by Govt. of India from time to time.
Import Cargo- Free period shall be 48 hrs. from segregation time or as decided by the Govt. of India from time to time.
If the clearance is done on 3rd and 4th day from Flight segregation Time then the charges are as per 2(A),(B)&(c) per kg per day if the clearance is done after the 4th day of the Flight Segregation Time, the demurrage will be calculated cumulatively as under:
a) Day of Flight Segregation Time- 4th day Slab 1
b) 5th Day - 29 days- (both days inclusive) Slab 1 & Slab 2
c) Beyond 29 days Slab 3
- 6 All billing will be rounded off to the nearest INR 5/- as per IATA Tact rule.
- 7 Special Cargo (AVI) consists of live animals and day old chicks.
- 8 Val cargo includes gold bullion, currency notes, shares, Share coupons, traveller's cheque, diamonds (including diamonds for industrial use) diamond jewellery watches of silver- gold platinum and items valued at USD 1000/kg or above.
- 9 For consideration on Transshipment cargo, TSP charges will be levied to all types of cargo, in addition to Transshipment Charges mentioned above. Demurrage charges for the free period may be considered to be governed as per the instruction of govt. of India issued from time to time.
- 10 All charges mentioned above exclude taxes which will be charged at the prevailing rates.
- 11 All charges mentioned above include the concession fees charged by the airport operator.
- 12 No outside labour will be allowed to handle cargo in AIR INDIA SATS Airfreight Terminal and AISATS Coolport.

Tariff Rates Proposed by AERA
AISATS CARGO HANDLING SERVICES BENGALURU
Maximum Rates to be paid by freight forwarder for Domestic Cargo

S.No.	List of Charges	FY 2019-20 & FY2020-21	
		Minimum Rate in INR	Rate Per Kg in INR
B) DOMESTIC CARGO			
OUTBOUND CARGO			
1	TERMINAL, STORAGE AND PROCESSING CHARGE [TSP]- (per shipping Bill)		
a)	General Cargo	105	0.72
b)	Special Cargo(AVI)	210	2.26
c)	PER/DGR/VAL cargo	210	2.26
d)	PER CARGO (Cargo not stored in cold room only for flowers,fruits & vegetables.	200	0.72
2	DEMURRAGE/STORAGE CHARGE (rate per kg per day)		
a)	General Cargo	131	0.72
b)	Special Cargo	210	2.26
c)	PER/DGR/VAL cargo	210	2.26
d)	PER CARGO (Cargo not stored in cold room only for flowers,fruits & vegetables.	200	0.72
3	COURIER HANDLING CHARGE	105	0.72
4	PACKING/REPACKING/STRAPPING CHARGE	6/- per Carton/Bag	
5	RETURN CARGO CHARGE	105 per AWB	
6	AIR WAYBILL AMENDMENT CHARGE	105 per AWB	
7	PER CARGO (Cargo not stored in cold room only for flowers,fruits & vegetables.		
a)	2-5% variation	2 times applicable TSP charge	
b)	more than 5% variation	2 times applicable TSP charge	
INBOUND CARGO			
1	TERMINAL, STORAGE AND PROCESSING CHARGE [TSP]- (per Bill of Entry)		
a)	General cargo/Unaccompanied Baggage	131	1.21
b)	Special cargo (AVI)	210	2.32
c)	PER /DGR/VAL cargo	210	2.32
d)	PER CARGO (Cargo not stored in cold room only for flowers,fruits & vegetables.	200	1.21
2	DEMURRAGE/STORAGE CHARGE (rate per kg per 24 hours)		
a)	General Cargo	210	1.38
b)	Special Cargo	263	2.43
c)	PER/DGR/VAL cargo	263	2.43
d)	PER CARGO (Cargo not stored in cold room only for flowers,fruits & vegetables.	200	1.38
3	COURIER HANDLING CHARGE	131	1.21
4	AIR WAYBILL AMENDMENT CHARGE	105 per AWB	
5	PACKING/REPACKING/STRAPPING CHARGE	6/- per Carton/Bag	

Note:

- Consignments of Human Remains, Coffins, unaccompanied Baggage of the deceased and Human Eyes will be exempt from the purview of TSP and Demurrage Charges.
- TSP charges applicable to Newspaper TV reel consignment shall be at 50% of the applicable charges.

- 3 TSP charges are inclusive of forklift used for loading/offloading the cargo to/from truck and putting cargo on customs area for examination
- 4 Charges will be levied on Gross Weight or Chargeable Weight whichever is higher. Where there is a mis-declaration of gross weight or chargeable weight, the actual gross weight or the actual chargeable weight will be used for the charges whichever is higher.
- 5 Demurrages
Export Cargo-Total free period available for export cargo would be 12 hrs. or as decided by Govt. of India from time to time.
Import Cargo-Free period shall be 48 Hrs from segregation time or as decided by Govt. of India from time to time.
If the clearance is done on 3rd and 4th day from Flight Segregation Time then the charges are as per 1(A), (B) & (C) per kg per day if the clearance is done after the 4th day of the Flight Segregation Time, the demurrage will be calculated cumulatively as under:
- a) Day of Flight Segregation Time-4th day slab 1
- b) 5th day -29 days-(both days inclusive) Slab 1& Slab 2
- c) Beyond 29 days Slab 3
- 7 All billing will be rounded off to the nearest INR 5/- As per IATA Tact rule.
- 8 VAL cargo includes gold bullion, currency notes, shares, share coupons, traveller's cheques, diamonds (including diamonds for industrial use) diamond jewellery watches of silver-gold platinum and items valued at USD 1000/kg n above.
- 9 For consolidation on Transshipment cargo, TSP charges will be levied to all types of cargo, in addition to transshipment Charges mentioned above. Demurrage charges for the free period may be considered to be governed as per the instruction of govt. of India issued from time to time.
- 10 All charges mentioned above exclude taxes which will be charged at the prevailing rates.
- 11 All charges mentioned above include the concession fees charged by the Airport Operator.
- 12 No outside labour will be allowed to handle cargo in Air India SATS Airfreight Terminal.
- 13 Complete shipment should be available prior to payment of TSP charges.
- 14 Parking Charges as per International Tarff sheet.
- 15 Two Wheeler parking subject to Availability.

Tariff Rates Proposed by AERA
AI SATS CARGO HANDLING SERVICES BENGALURU
Maximum Rates to be paid by Airlines for Cargo Handling

S.No.	Description of Service	Unit	FY 2019-20 & FY 2020-21 Minimum Rate in INR
A) International Cargo			
ExPort Cargo			
1	Handling Charges		
1.1	General Cargo		
1.1.1	Palletisation/Containerisation	Per kg	1.89
1.1.2	Bulk Cargo	Per kg	1.22
1.2	Valuable Perishable Hazardous Cargo & Live Animal etc.		
1.2.1	Palletisation/Containerisation	Per kg	3.78
1.2.2	Bulk Cargo	Per kg	2.31
1.3	Express & Courier Cargo		
1.3.1	Palletisation/Containerisation	Per kg	4.73
1.3.2	Bulk Cargo	Per kg	2.89
2	Storage Charges		
2.1	General Export Cargo	Per kg	1.79
2.2	Valuable Perishable Hazardous Cargo & Live Animal etc.	Per kg	4.31
3	Electronic Data Submission for customs	Per flight	135
IMPORT CARGO			
1	Handling Charges	Per kg	
1.1	General Cargo		
1.1.1	Palletisation/Containerisation	Per kg	1.89
1.1.2	Bulk Cargo	Per kg	1.22
1.2	Valuable Perishable Hazardous Cargo & Live Animal etc.		
1.2.1	Palletisation/Containerisation	Per kg	3.78
1.2.2	Bulk Cargo	Per kg	2.31
1.3	Express & Courier Cargo		
1.3.1	Palletisation/Containerisation	Per kg	4.73
1.3.2	Bulk Cargo	Per kg	2.89
2	Storage Charges		
2.1	General Cargo	Per kg	1.79
2.1.1	Subject to a minimum of	Per IGM	241.5
2.2	Valuable Perishable Hazardous Cargo & Live Animal etc.	Per kg per day or part thereof	4.31
2.2.1	Subject to a minimum of	Per AWB per day or part thereof	241.5
3	Electronic Data Submission for customs	Per Flight	135
TRANSHIPMENT CARGO			
1	Carting charges for transhipment of import/export cargo	Per kg per day or part thereof	2.1
1.1	Subject to a minimum of	Per AWB per day or part thereof	168
X-RAY SCREENING EXPORT CARGO			
1	X-RAY charges with certification	per kg	2.21
1.1	Subject to a minimum of	per consignment	105

B) DOMESTIC CARGO			
OUT BOUND CARGO			
1	Handling Charges		
1.1	General Cargo		
1.1.1	Palletisation/Containerisation	per kg	1.89
1.1.2	Bulk Cargo	per kg	1.16
1.2	Valuable Perishable Hazardous Cargo & Live Animal etc.		
1.2.1	Palletisation/Containerisation	per kg	3.78
1.2.2	Bulk Cargo	per kg	2.31
1.3	Express & Courier Cargo		
1.3.1	Palletisation/Containerisation	per kg	4.73
1.3.2	Bulk Cargo	per kg	2.89
2	Storage Charges		
2.1	General Export Cargo	per kg	1.79
2.2	Valuable Perishable Hazardous Cargo & Live Animal etc.	per kg	4.31
INBOUND CARGO			
1	Handling Charges		
1.1	General Cargo		
1.1.1	Palletisation/Containerisation	per kg	1.89
1.1.2	Bulk Cargo	per kg	1.16
1.2	Valuable Perishable Hazardous Cargo & Live Animal etc.		
1.2.1	Palletisation/Containerisation	per kg	3.78
1.2.2	Bulk Cargo	per kg	2.31
1.3	Express & Courier Cargo		
1.3.1	Palletisation/Containerisation	per kg	4.73
1.3.2	Bulk Cargo	per kg	2.89
2	Storage Charges		
2.1	General Cargo		1.79
2.1.1	Subject to a minimum of	per IGM	241.5
2.2	Valuable Perishable Hazardous Cargo & Live Animal etc.	Per kg per day or part thereof	4.31
2.2.1	Subject to a minimum of	Per AWB per day or part thereof	241.5
X-RAY SCREENING OUTBOUND CARGO			
1	X-RAY charges with certification	per kg	2.21
1.1	Subject to a minimum of	Per consignment	105

Note:

- 1 To achieve the projected ARR only maximum cargo handling rates have been suggested for Airlines as user agreements will be entered into with each Airlines based on the IATA AHM 810 STANDERED GROUND HANDLING AGREEMENT 2004 or 2008 or 2013 (SGHA).
- 2 The rates with each Airlines will be negotiated based on services required form SGHA service items (usage of equipment and manpower), throughput service level agreement, credit period and liability and indemnity requirement.
- 3 All charges mentioned above exclude taxes which will be charged at the prevailing rates.
- 4 No outside labour will be allowed to handle cargo in Air India SATS Airfreight Terminal & AISATS Coolport.