

Consultation Paper No. 20/2019-20



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 CELEBI AIRPORT SERVICES INDIA PRIVATE LIMITED FOR PROVIDING GROUND HANDLING SERVICE AT RAJIV GANDHI INTERNATIONAL AIRPORT, HYDERABAD.

New Delhi: 20th February, 2020

**AERA Building
Administrative Complex
Safdarjung Airport**

Written Comments on the Consultation Paper are invited from the stakeholders by 11.03.2020 and Counter-comments if any, may be submitted by 11.03.2020. Comments and counter-comments will be posted on AERA's website www.aera.gov.in only. The comments and counter-comments may be sent, preferably in electronic form, to Shri A.B. Saxena, Consultant (Tariff), AERA on Email Id anil.saxena@aera.gov.in with a copy to krishan.ram@aera.gov.in.

For any clarification/information, Shri A.B. Saxena, Consultant (Tariff), AERA may be contacted at Telephone Number+91-11-24695044-47, Fax Number+91-11-24695048.

1. Brief Background:

- 1.1 M/s Celebi Airport Services India Private Limited (Celebi) 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 Celebi is new entrant at Hyderabad Airport. M/s Celebi has been selected by GHIAL for providing ground handling services and has entered into a concession agreement on 22.03.2019. M/s Celebi 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 Celebi Airport Services India Private Limited for the second control period

- 2.1 M/s Celebi has submitted its Multi Year Tariff Proposal (MYTP) and Annual Tariff Proposal (ATP) for fourth and fifth tariff years (FY 2019-20 & FY 2020-21) vide letter dated 03.06.2019 for determination of tariff for rendering ground handling services at Rajiv Gandhi International Airport, Hyderabad. Celebi further submitted revised form 12 (c) for projected aircraft movement (**Annexure-I collectively**). MYTP/ATPs submitted by Celebi 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. Details of the proposal and examination of the MYTP/ATP submitted by Celebi are given hereunder:

1	Name of the ISP	M/s Celebi Airport Services 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 Celebi- Existing Rates vs. Proposed Rates. (ii) Tariff Comparison Celebi vs. Competitors.	(i) Tariff yet to be determined by AERA. M/s Celebi has submitted ATP for the first time for 4 th and 5 th tariff year. Proposed tariffs are same for both the tariff years. (ii) Competitors are M/s Globe Ground India Private Limited (newly appointed) and M/s Air India SATS apart from Celebi.
8	(i) Annual Compliance Statement with key parameters Revenue, Expenditure,	New ISP. Commenced operations from 1 st April, 2019 only.

	Operating Profit, CAPEX, PBT & PAT, Volume. (ii) Audited Balance Sheet for the FY 2016-17		
9	Whether copy of User Agreements provided by the Celebi.	Copies of some user agreements with Airlines viz. Air Asia and Lufthansa are furnished.	
10	Evidence of Stakeholder Consultation done by Celebi with reference to their proposed MYTP/ATP submitted to AERA.	1. List of Stakeholders	Celebi has not provided any evidence of stakeholder consultation meeting.
		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 to 31.03.2029.	
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 agreement with airlines submitted.

2.2 M/s Celebi has submitted its MYTP alongwith all the requisite Forms. Celebi has submitted Annual Tariff Proposal for 4th and 5th tariff year (FY 2019-20 and 2020-21). In the proposal Celebi has proposed the same rates for both the tariff years.

- 2.3 M/s Celebi 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.
- 2.4 M/s Celebi has submitted that the tariff(s) proposed by them in their proposal, is based on the competitive pricing, cost of providing the services (staff cost, fuel, repairs and maintenance, utility expenses etc.), investment made on the equipment and infrastructure to provide the services.

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:**

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

$$\begin{aligned} \text{The materiality index at Hyderabad Airport} &= 18361/330467 \times 100 \\ &= 5.56\% \end{aligned}$$

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 M/s Celebi in Form F1(b) on competition assessment, Air India SATS and Globe Ground 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 Celebi, Therefore service is deemed ‘Material but Competitive’

b) Stage 3: **Reasonableness of existing User Agreement(s)**: M/s Celebi has submitted copies of some user agreements with Air Asia and Lufthansa Airlines.

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 Celebi Airport Services 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 Celebi Airport Services India Private Limited 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 (01.04.2016 to 31.03.2021).

4.3 M/s Celebi has submitted ATP for the first time for 4th and 5th tariff year. M/s Celebi has proposed the same tariff(s) for 4th tariff and 5th tariff year.

4.4 M/s Celebi has not submitted any documentary evidence of conducting the stakeholder consultation with the users on the proposed ATP for FY 2019-20 to 2020-21.

4.5 From the submissions made by Celebi towards MYTP/ATPs, the Authority also observed that:

a) During FY 2019-20, the total projected revenue is Rs 23.94 crore and for FY 2020-21, total projected revenue is 33.74 crores which show 40% growth. Projected Profit after Tax for FY 2019-20 and 2020-21 is Rs 64.02 lakhs (profit margin 2.67%) and Rs 69.36 lakhs (profit margin 2.05%) respectively showing growth of 8%.

b) Projected capital expenditure for FY is Rs 18.26 cr for FY 2019-20.

c) In the projections for volumes, Celebi has projected growth rate of 6-8% for domestic flights and 4% for international flights during FY 2020-21, 2021-22 and 2022-23

4.6 The Authority observed that M/s Celebi has commenced its ground handling services at Hyderabad airport from 1st April, 2019 only. M/s Celebi has proposed the same tariff(s) for 4th and 5th tariff year. As per the projections made in financial statements by M/s Celebi, there is a growth in revenue and the profit after tax and growth in ATM volumes. However, profits margins are on lower side. The ground handling services at Hyderabad Airport are competitive and the Authority expect that the market competition to take care of the rates and accordingly control the Return on RAB and profitability. In view of the light touch approach adopted in this case, the Authority feels that the same tariff(s) as proposed by M/s Celebi may be considered for the remaining period of the fourth tariff year and also for fifth tariff year (FY 2019-20 and FY 2020-21) of the second control period. However M/s Celebi shall submit the audited financials / Annual Compliance report after

completion of the FY 2019-20. 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 Celebi makes the following proposal for stakeholder consultation:

- 5.1 The service for ground handling service being rendered M/s Celebi Airport Services 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 Celebi to levy the same tariff as proposed by them for fourth and fifth tariff year (for FY 2019-20 & 2020-21) as per the tariff card enclosed at **Annexure II**. The proposed tariff(s) 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 **11.03.2020** 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,

Tel: 011-24695042
Fax: 011-24695039

CHAIRPERSON

CELEBI

ANNEXURE-I

Date: 3 June 2019

To,

The Secretary
Airports Economic Regulatory Authority of India
AERA Building, Administrative Complex
Safdarjung Airport, New Delhi – 110003

भारतीय विमानपत्तन आर्थिक विनियामक प्राधिकरण
सफदरजंग एअरपोर्ट, नई दिल्ली-110003

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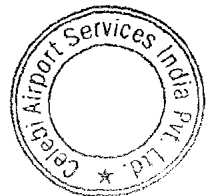
Dear Sir / Ma'am,

Sub: Submission of Multi-Year Tariff Proposal (MYTP) for FY 2019 – FY 2021 and Annual Tariff Proposal (ATP) for FY 2019-2020 & FY 2020-2021 for Celebi Airport Services India Private Limited (formerly Celebi Ground Handling Delhi Private Limited) for its Hyderabad station.

- 1.1 As per directions in the Terms and Conditions for Determination of Tariff for Services Provided for Cargo Facility, Ground Handling and Supply of Fuel to the Aircraft Guidelines 2011 ('Guidelines') issued under Section 15 of The Airports Economic Regulatory Authority of India Act, 2008, please find enclosed the following:
 - 1.1.1 Multi Year Tariff Proposal ('MYTP') for the second control period starting 1 April 2016 and ending on 31 March 2021
 - 1.1.1.1 Annual Tariff Proposal ('ATP') for the fourth & last tariff year of the second control period i.e. FY 2019 – 2020 and FY 2020-2021 for Celebi Ground Handling Delhi Pvt. Ltd. its HYDERABAD station ('Celebi GH HYD').
- 1.2 As per Chapter 1, Section 3.1 & 3.2 of the Terms and Conditions for Determination of Tariff for Services Provided for Cargo Facility, Ground Handling and Supply of Fuel to the Aircraft Guidelines 2011, AERA would assess the materiality, competition and reasonableness of user agreements to decide on a regulated or light touch approach.
- 1.3 Since start of our business, Celebi GH HYD is competing with Air India SATS and Globe Ground India Pvt Ltd (GGI), for all forms of ground handling services at the Hyderabad Station. Therefore, the service is deemed "competitive" at the airport as per the provisions of Chapter 1 Section 5 of the Tariff Guidelines.
- 1.4 Celebi's operations, therefore will be "material and competitive" as per the provisions of Chapter 1, Section 3.2. ii and hence qualify to be regulated under the **Light Touch Approach** as described in Chapter 5 of the prescribed Tariff Guidelines.

1. Conf on leave
Aim(5)

[Signature]



CELEBI AIRPORT SERVICES INDIA PRIVATE LIMITED

(Formerly known as Celebi Ground Handling Delhi Private Limited)

- 1.5 While we request the Authority to regulate the business under Light Touch Approach, Celebi has used the **"Single - Till" regulatory approach** as per the Tariff Guidelines to determine the Aggregate Revenue Requirement (ARR) and yield for the second control period.
- 1.6 Considering that we are operating under the "Light Touch Approach", we request AERA to maintain complete confidentiality of the contents of the MYTP.

Thanking you,

Yours sincerely,

For Celebi Airport Services India Pvt Ltd

(formerly known as Celebi Ground Handling Delhi Pvt Ltd.)


Cem Sensoz
Chief Executive Officer



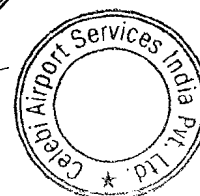
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2. Enclosures

Form Number		Description
Supporting documents for MYTP FY 2017 - FY 2021 (Forms and Celebi GH COK's Calculations)		
1	Form A	Submission Letter for Multi - Year Tariff Proposal
2	Form F1(a)	Historical and proposed Aggregate Revenue Requirement
3	Form F1(b)	Competition assessment
4	Form F2	Historical & projected balance sheet
5	Form F3	Historical and projected profit & loss account
6	Form F4	Historical and projected cash flow statement
7	Form F5	Cost of equity and post-tax FRO forecast
8	Form F6(a)	Loan master
9	Form F6(b)	Summary statement of interest and finance charges
10	Form F7	Format for identifying initial Regulatory Asset Base
11	Form F9	Forecast and Actual Roll-forward RAB
12	Form F10(b)	Forecast and Actual Roll Forward RAB
13	Form F10(c)	Year wise capital expenditure financing plans for next 10 years
14	Form F10(d)	Summary statement of expenses capitalised
15	Form F10€	Additional capital projects summary
16	Form F11(a)	Employee strength
17	Form F11(b)	Payroll related expenditure and provisions
18	Form €(c)	Administration and general expenditure
19	Form F11(d)	Repair and maintenance expenditure
20	Form F11(e)	Utilities and outsourcing expenditure
21	Form F11(f)	Other outflows
22	Form F11(g)	Current assets and liabilities
23	Form F12(a)	Historical and projected flight numbers
24	Form F12(b)	Historical aircraft movements
25	Form F12(c)	Projected aircraft movements
26	Form F13(a)	Historical tariffs and revenues from Regulated Services
27	Form F13(b)	Historical and projected revenues from services other than regulated service
28	Form F16	Performance report for the tariff year
29	Form 21	Regulatory asset base reconciliation statement
30	Annexure I	Calculation of ARR
31	--	Forecast RAB
32	--	Yield per unit
Supporting documents for ATP FY 2018 - 2019 (Forms and Celebi GH COK's Calculations)		
26	Form B	Submission Letter for Annual Tariff Proposal
27	Form F14(b)	Annual Tariff Proposal for tariff year 1 (FY 2016 - 17)



BEFORE THE AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA AT NEW DELHI

SUBMISSION OF MULTI YEAR TARIFF PROPOSAL FOR AND ON BEHALF OF:

M/s Celebi Airport Services India Pvt. Ltd
International Cargo Terminal,
Indira Gandhi International Airport,
New Delhi - 110037

I, **Cem Sensoz**, aged 48 years, resident of Villa No. 126B, ITC Laburnum, Block A, Sushant Lok Phase - I, Gurgaon acting in my official capacity as **Chief Executive Officer** in M/s Celebi Airport Services India Private Limited (formerly Celebi Ground Handling Delhi Private Limited) having its registered office at **Room No. CE-01, Import Building 2, International Cargo Terminal, IGI Airport, New Delhi - 110037**, India do hereby state and affirm as under that:

1. That I am duly authorized to act for and on behalf of M/s Celebi Airport Services India Pvt Ltd for the Hyderabad station, in the matter of making this submission before the Airports Economic Regulatory Authority of India, New Delhi ('the Authority');
2. I am competent to make this submission before the Authority;
3. I am making this submission in my official capacity and the facts stated herein are based on official records;
4. The contents of this submission which include (i) Business Plan; (ii) Information relating to the Regulatory Building Blocks; (iii) Competition Assessment; (iv) Historical and Forecasted volumes; and (v) Historical revenues, are correct and true to my knowledge and belief and nothing material has been concealed therefrom.

Signature



Place New Delhi

Date: 3 June 2019

BEFORE THE AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA

AT NEW DELHI

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

Celebi Airport Services India Private Limited (formerly Celebi Ground Handling Delhi Private Limited)

International Cargo Terminal,
Indira Gandhi International Airport,
New Delhi – 110037

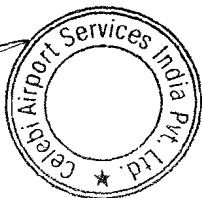
I, **Cem Sensoz**, aged 48 years resident of Villa No. 126B, ITC Laburnum, Block A, Sushant Lok Phase – I, Gurgaon acting in my official capacity as **Chief Executive Officer** in Celebi Airport Services India Private Limited (formerly Celebi Ground Handling Delhi Private Limited) having its registered office at **Room No. CE-01, Import Building 2, International Cargo Terminal, IGI Airport, New Delhi – 110037** do hereby state and affirm as under that:

1. That I am duly authorized to act for and on behalf of Çelebi Ground Handling Delhi Pvt. Ltd for the Hyderabad station, in the matter of making this submission before the Airports Economic Regulation Authority of India, New Delhi ('the Authority');
2. I am competent to make this submission before the Authority;
3. I am making this submission in my official capacity and the facts stated herein are based on official records;
- i. The contents of the Annual Tariff Proposal submission which include i) Estimated maximum allowed yield per passenger (where determined by the Authority); ii) Proposed detailed break-up of Tariff(s) (in context to Estimated Maximum Allowed yield per passenger where determined by the authority); iii) Justifications, are correct and true to my knowledge and belief and nothing material has been concealed there from.

Signature

Place New Delhi

Date: 3 June 2019

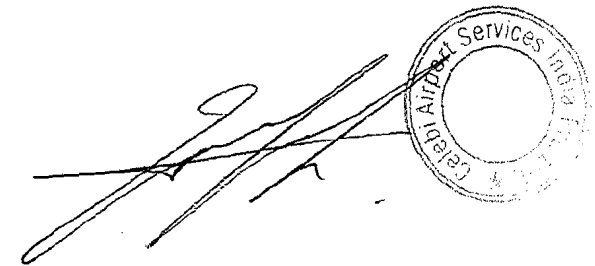


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Form 1a Historical and proposed aggregate revenue requirement

Sl no.	Aggregate revenue requirement	last available audited year	Financial year before Tariff year	Tariff year 1	Tariff year 2	Tariff year 3	Tariff year 4	Tariff year 5
		2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21
1	Aggregate revenue requirement	-	-	-	-	-	242,624,446	337,376,919


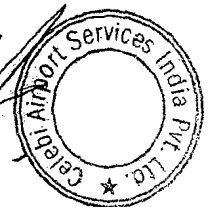


Chennai Airport Services India Pvt. Ltd.

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Form 1b Competition Assessment (Sec AL3)

Sl No.	Details of Competitive Facilities
1	Air India SATS
2	Globe Ground India Pvt Ltd

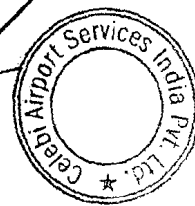
Actual & Projected Balance Sheet

Sl. No.	Particulars	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21
1	SOURCES OF FUNDS							
	A) Shareholders funds	-	-	-	-	-	61,164,500	68,100,696
	a) Share Capital	-	-	-	-	-	54,752,353	54,762,353
	a) Share Application Money	-	-	-	-	-	-	-
	c) Reserves & Surplus	-	-	-	-	-	-	6,402,147
	d) Profit & Loss Account	-	-	-	-	-	6,402,147	6,936,196
	B) Loan Funds	-	-	-	-	-	150,596,470	92,411,470
	a) Secured Loans	-	-	-	-	-	150,596,470	92,411,470
	b) Unsecured Loans	-	-	-	-	-	-	-
	C) Capital Grants	-	-	-	-	-	-	-
	D) Deferred tax Liability	-	-	-	-	-	-	-
	TOTAL SOURCES OF FUNDS	0	0	0	0	0	211,760,970	160,512,167
2	APPLICATION OF FUNDS							
	A) Fixed Assets	-	-	-	-	-	164,419,909	139,336,223
	a) Gross Block	-	-	-	-	-	182,614,045	182,614,045
	b) Less: Accumulated depreciation	-	-	-	-	-	18,194,136	43,277,822
	c) Net Block	-	-	-	-	-	164,419,909	139,336,223
	d) Capital Work in progress	-	-	-	-	-	-	-
	B) Investments	-	-	-	-	-	-	-
	C) Deferred Tax Assets	-	-	-	-	-	-	-
	D) Current Assets, Loans & Advances	-	-	-	-	-	44,800,873	49,089,440
	a) Sundry Debtors	-	-	-	-	-	34,829,223	49,089,440
	c) Inventories	-	-	-	-	-	-	-
	d) Other Current Assets	-	-	-	-	-	9,971,650	-
	e) Loans & Advances	-	-	-	-	-	-	-
	Current Liabilities & Provisions:	-	-	-	-	-	16,506,850	23,925,335
	a) Liabilities	-	-	-	-	-	16,506,850	23,925,335
	b) Provisions	-	-	-	-	-	-	-
	Net Current Assets	-	-	-	-	-	28,294,023	25,164,104
	E) Cash & Bank Balances	-	-	-	-	-	19,047,038	(3,988,161)
	F) Non Current Assets	-	-	-	-	-	-	-
	TOTAL APPLICATION OF FUNDS	-	-	-	-	-	211,760,970	160,512,167

[Signature]


Form F 3 Historical & Projected Profit & Loss Account

S. No.	Particulars	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21
1	Revenue	-	-	-	-	-	239,409,915	337,432,117
	Revenue from regulated services	-	-	-	-	-	239,409,915	337,432,117
	Revenue from other than regulated services	-	-	-	-	-	-	-
2	Operating Expenditure	-	-	-	-	-	200,833,344	291,091,576
	Payroll Costs	-	-	-	-	-	79,029,180	141,987,128
	Administrative & General Costs	-	-	-	-	-	27,703,401	31,451,315
	Utilities & Outsourcing Costs	-	-	-	-	-	19,224,117	18,532,453
	Other outflows	-	-	-	-	-	72,005,300	96,105,766
	Repair & Maintenance Costs	-	-	-	-	-	2,871,346	3,014,913
3	Earning before depreciation, interest & taxation (EBDIT)	-	-	-	-	-	38,576,571	46,340,541
	Depreciation and Amortisation	-	-	-	-	-	18,194,136	25,083,686
4	Earning before interest & taxation (EBIT)	-	-	-	-	-	20,382,435	21,256,855
	Total Interest and Finance Charges	-	-	-	-	-	11,350,060	11,471,025
5	Profit/Loss before tax	-	-	-	-	-	9,032,375	9,785,830
	Provision for taxation & Deffered Tax Income/Expense	-	-	-	-	-	2,630,228	2,849,634
6	Profit/Loss after taxation	-	-	-	-	-	6,402,147	6,936,196
7	Balance carried to balance sheet	-	-	-	-	-	6,402,147	6,936,196

Form F 4 Historical & Projected Cash Flow Statement

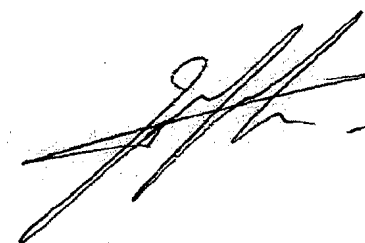
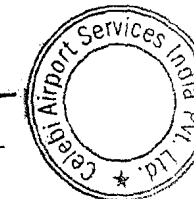
S. No.	Particulars	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21
1	Cash flow from Operating Activities							
	Net Profit before tax	-	-	-	-	-	9,032,375	9,785,830
	Adjustment to reconcile net profit before tax to cash provided by operating activities							
	Depreciation and Amortisation	-	-	-	-	-	18,194,136	25,083,686
	Loss/(Profit) on sale of fixed assets	-	-	-	-	-	-	-
	Interest & Finance Expenses (net)	-	-	-	-	-	11,350,060	11,471,025
	Provisions	-	-	-	-	-	-	-
	Change in Deferred tax liability	-	-	-	-	-	-	-
	Other operating income	-	-	-	-	-	-	-
	Operating Profit before Working Capital changes	-	-	-	-	-	38,576,571	46,340,541
	Adjustment for changes in Current Assets and Current Liabilities							
	Decrease/(Increase) in Trade Receivables	-	-	-	-	-	(34,829,223)	(14,260,216)
	Decrease/(Increase) in Inventories	-	-	-	-	-	-	-
	Loans and Advances	-	-	-	-	-	(9,971,650)	9,971,650
	(Decrease)/Increase in Sundry Creditors	-	-	-	-	-	16,506,850	7,418,485
	Increase/(decrease) in other payables	-	-	-	-	-	-	-
	Net change in working capital	-	-	-	-	-	10,282,548	49,470,460
	Income Tax Paid	-	-	-	-	-	(2,630,228)	(2,849,634)
	Net Cash flow from Operating Activities	-	-	-	-	-	7,652,321	46,620,826
2	Cash flow from Investing Activities	-	-	-	-	-	(182,614,045)	-
	Purchase of Fixed Assets	-	-	-	-	-	(182,614,045)	-
3	Cash flow from Financing Activities	-	-	-	-	-	194,008,763	(69,656,025)
	Proceeds from issue of share capital	-	-	-	-	-	54,762,353	-
	Share Application Money	-	-	-	-	-	-	-
	Deposits	-	-	-	-	-	-	-
	Dividend Paid	-	-	-	-	-	-	-
	Unsecured Loans	-	-	-	-	-	-	-
	Long Term borrowings	-	-	-	-	-	150,595,470	(58,185,000)
	Short-term borrowings	-	-	-	-	-	-	-
	Interest Payment (net)	-	-	-	-	-	(11,350,060)	(11,471,025)
4	Net Change in Cash & Cash Equivalents	-	-	-	-	-	19,047,038	(23,035,199)
5	Cash & Cash Equivalents at the beginning of	-	-	-	-	-	-	19,047,038
6	Cash & Cash Equivalents at the end of the period	-	-	-	-	-	19,047,038	(3,988,161)



Form F 5

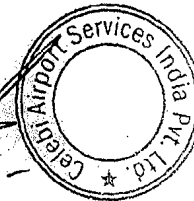
Cost of Equity and Post Tax FRoR Forecast

Particulars	2016-17			2017-18			2018-19			2019-20			2020-21		
	Low	High	Point Estimate	Low	High	Point Estimate	Low	High	Point Estimate	Low	High	Point Estimate	Low	High	Point Estimate
Gearing	-	-	-	-	-	-	-	-	-	66.12%	76.12%	71.12%	52.57%	62.57%	57.57%
Pre tax cost of debt	-	-	-	-	-	-	-	-	-	9.50%	10.50%	10.00%	9.50%	10.50%	10.00%
Risk free rate	-	-	-	-	-	-	-	-	-	6.53%	7.53%	7.03%	6.53%	7.53%	7.03%
Equity Risk Premium	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Beta	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Post tax cost of equity	15.50%	16.50%	16.00%	15.50%	16.50%	16.00%	15.50%	16.50%	16.00%	15.50%	16.50%	16.00%	15.50%	16.50%	16.00%
Post Tax FRoR	11.58%	12.58%	12.08%	11.58%	12.58%	12.08%	11.58%	12.58%	12.08%	11.58%	12.58%	12.08%	11.58%	12.58%	12.08%

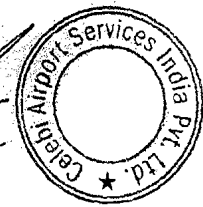
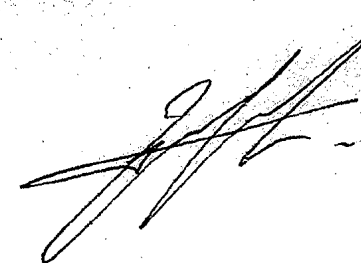
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Particulars	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21
Secured Loan - At the beginning of the year	-	-	-	-	-	-	133,483,235
Disbursement	-	-	-	-	-	164,287,058	-
Repayment during the year	-	-	-	-	-	(30,803,823)	(41,071,765)
Interest payment during the year	-	-	-	-	-	11,350,060	11,471,025
Outstanding at the end of the year	-	-	-	-	-	133,483,235	92,411,470
Cash Credit facility - At the beginning of the year	-	-	-	-	-	-	-
Disbursement	-	-	-	-	-	-	-
Repayment during the year	-	-	-	-	-	-	-
Interest payment during the year	-	-	-	-	-	-	-
Outstanding at the end of the year	-	-	-	-	-	-	-
Unsecured Loan - At the beginning of the year	-	-	-	-	-	-	-
Payment received during the year including interest accrued	-	-	-	-	-	-	-
Repayment during the year	-	-	-	-	-	-	-
Interest payment 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

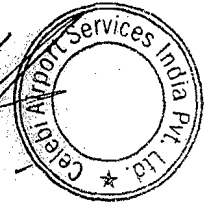
SR. NO.	Description	Existing Loan	Proposed Loan	Working Capital
1	Particulars	Existing Secured Loan against hypothecation of the equipments		
2	Source	ICICI Bank		
3	Type of Loan (PS/WC) If PS, then indicate the Project/	Term Loan Debt: INR 16.45 crores		
4	Apportionment to a project	Equity: INR 5.49 crores		
5	Total Loan Amount Sanctioned	INR 50.80 crores		
6	Loan Tenure	Last repayment date 25.03.2023		
7	Interest Type (Fixed/ Floating)	Floating		
8	If Fixed interest, rate of Interest %			
9	Base Rate, if Floating Interest	9.20 % p.a.		
10	Margin, if floating Interest	0.80 % p.a.		
11	Are there any Caps/ Floor?	No		
12	If above is yes, specify Caps/floor	N.A.		
13	Moratorium Period	Till 31.03.2019		
14	Moratorium effective from			
15	Repayment Period	4 years post moratorium period		
16	Repayment Start Date	25.04.2019		
17	Repayment Frequency	Monthly		
18	Arrangement Fees	1.25% of the loan amount		
19	Outstanding Loan as on 31 March, 2018			
20	Other terms			



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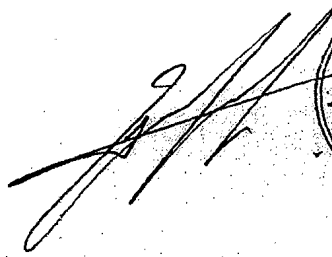
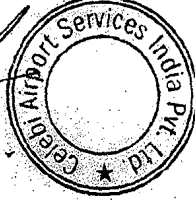
Form F 6 (b) Summary Statement of Interest and Finance Charges

S.No.	Particulars	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21
A	1 Interest Charges on Government Loans, Bonds and Advances	-	-	-	-	-	-	-
	2 Interest on long term Loans	-	-	-	-	-	11,350,060	11,471,025
	Secured	-	-	-	-	-	11,350,060	11,471,025
	Total Interest on Loans (1+2)	-	-	-	-	-	11,350,060	11,471,025
B	Cost of raising finance and bank charges on project loans	-	-	-	-	-	-	-
C	Grand Total of Interest and Finance Charges (A+B)	-	-	-	-	-	11,350,060	11,471,025
D	Less: Interest & Finance Charges Capitalised	-	-	-	-	-	-	-
E	Net Total of Interest & Finance Charges on Project related loans	-	-	-	-	-	11,350,060	11,471,025
F	Interest on Working Capital Loans	-	-	-	-	-	-	-
G	Other Interest Charges (Provide headwise details)	-	-	-	-	-	-	-
	Interest on Unsecured Loan	-	-	-	-	-	-	-
	Interest to Supplier for delay in payment of Equipments	-	-	-	-	-	-	-
	Interest on Service Tax	-	-	-	-	-	-	-
	Interest on TDS	-	-	-	-	-	-	-
H	Total interest and Finance Charges chargeable to P&L account (E+F+G)	-	-	-	-	-	11,350,060	11,471,025



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Form F 6 (c)	Contributions, Grants and Subsidies Master
	NIL

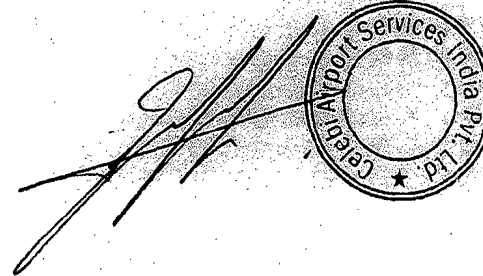
 

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Form F 7 Format for Identifying Initial Regulatory Asset Base**As on 31, March, 2015**

Asset Name	Original	Accumulated Depreciation	Net Book Value
Leasehold improvement	-	-	-
Ground handling equipments	-	-	-
Plant & machinery	-	-	-
Furnitures and fixtures	-	-	-
Vehicles	-	-	-
Office Equipment	-	-	-
Computers	-	-	-
Computer Software	-	-	-
Security Deposit	-	-	-
Grand Total	-	-	-

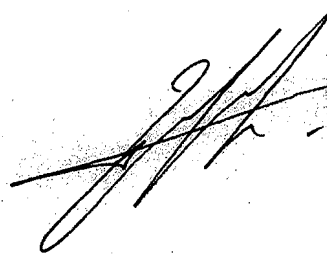
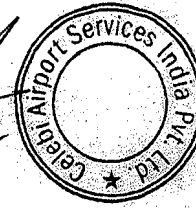


A handwritten signature in black ink is written over a circular stamp. The stamp contains the text "Cebu Airport Services India Pvt. Ltd." around the perimeter, with a small star at the bottom center.

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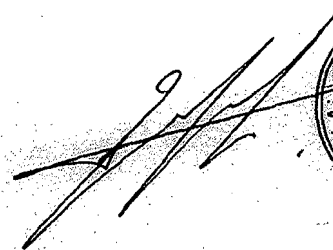
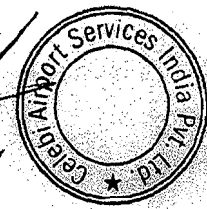
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Form F 8 a	Format for providing asset wise information of stakeholders contributions
	NIL

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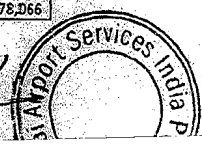
Form F 8 b	Format for providing proposed exclusions from RAB
	NIL

Form F 9 Formats for Forecast and Actual Roll Forward RAB


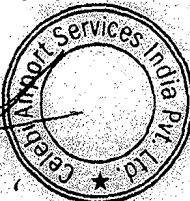
	Depreciation Rates	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21
A	Opening RAB	-	-	-	-	-	0	164,419,909
	Leasehold Improvements	-	-	-	-	-	-	17,143,866
	Ground Handling Equipments	-	-	-	-	-	-	123,168,086
	Plant & Machinery	-	-	-	-	-	-	1,054,462
	Furniture & Fixtures	-	-	-	-	-	-	6,027,400
	Vehicles	-	-	-	-	-	-	16,036,712
	Office Equipments	-	-	-	-	-	-	-
	Computers	-	-	-	-	-	-	989,383
	Intangible Assets - Computer Software	-	-	-	-	-	-	-
	Security Deposit	-	-	-	-	-	-	-
B	Additions - WIP Capitalisation	-	-	-	-	-	182,614,045	-
	Leasehold Improvements	-	-	-	-	-	19,048,740	-
	Ground Handling Equipments	-	-	-	-	-	134,427,427	-
	Plant & Machinery	-	-	-	-	-	1,619,628	-
	Furniture & Fixtures	-	-	-	-	-	7,534,250	-
	Vehicles	-	-	-	-	-	18,500,000	-
	Office Equipments	-	-	-	-	-	-	-
	Computers	-	-	-	-	-	1,484,000	-
	Intangible Assets - Computer Software	-	-	-	-	-	-	-
	Security Deposit	-	-	-	-	-	-	-
C	Disposals/ Transfers	-	-	-	-	-	-	-
	Leasehold Improvements	-	-	-	-	-	-	-
	Ground Handling Equipments	-	-	-	-	-	-	-
	Plant & Machinery	-	-	-	-	-	-	-
	Furniture & Fixtures	-	-	-	-	-	-	-
	Vehicles	-	-	-	-	-	-	-
	Office Equipments	-	-	-	-	-	-	-
	Computers	-	-	-	-	-	-	-
	Intangible Assets - Computer Software	-	-	-	-	-	-	-
	Security Deposit	-	-	-	-	-	-	-
D	Depreciation Charge	-	-	-	-	-	18,194,136	25,093,686
	Leasehold Improvements	-	-	-	-	-	1,904,874	1,904,874
	Ground Handling Equipments	-	-	-	-	-	11,259,341	16,912,178
	Plant & Machinery	-	-	-	-	-	565,166	565,166
	Furniture & Fixtures	-	-	-	-	-	1,506,850	1,506,850
	Vehicles	-	-	-	-	-	2,463,288	3,700,000
	Office Equipments	-	-	-	-	-	-	-
	Computers	-	-	-	-	-	494,617	494,617
	Intangible Assets - Computer Software	-	-	-	-	-	-	-
	Security Deposit	-	-	-	-	-	-	-
E	Closing RAB (A+B-C-D)	-	-	-	-	-	164,419,909	139,356,223
	Leasehold Improvements	-	-	-	-	-	17,143,866	15,238,992
	Ground Handling Equipments	-	-	-	-	-	123,168,086	106,255,908
	Plant & Machinery	-	-	-	-	-	1,054,462	485,295
	Furniture & Fixtures	-	-	-	-	-	6,027,400	4,520,550
	Vehicles	-	-	-	-	-	16,036,712	12,336,712
	Office Equipments	-	-	-	-	-	-	-
	Computers	-	-	-	-	-	989,383	494,766
	Intangible Assets - Computer Software	-	-	-	-	-	-	-
	Security Deposit	-	-	-	-	-	-	-
F	Average RAB *	-	-	-	-	0	173,516,977	151,876,066

* In 2019-20, since the Opening RAB is NIL, the Average RAB for 2019-20 will be (Opening RAB + Purchase + Closing RAB)/2



20-20-
354-


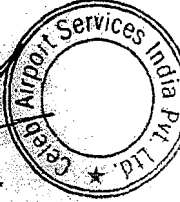
Form F 10 a	Capital projects completed before current review for Roll - Forward of RAB
	Same as in Form F7

24 355-21-

Form F 10 b Capital Expenditure projected plan - 10 year Master


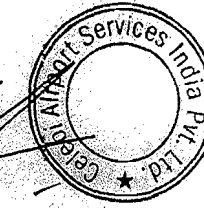
SR. NO.	PROJECT NAME	PROJECT TYPE	F.Y. before Tariff Year 1	Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5	Tariff Year 6	Tariff Year 7	Tariff Year 8	Tariff Year 9	Tariff Year 10
			2015-16	2016-17	2017-18	2018-19	2019-20	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
1	N.A.	Leasehold Improvements	-	-	-	-	19,048,740	-	-	-	-	-	-
2	N.A.	Ground Handling Equipments	-	-	-	-	134,427,427	-	-	-	-	-	-
3	N.A.	Plant & Machinery	-	-	-	-	1,619,628	-	-	-	-	-	-
4	N.A.	Furniture & Fixtures	-	-	-	-	7,534,250	-	-	-	-	-	-
5	N.A.	Vehicles	-	-	-	-	18,500,000	-	-	-	-	-	-
6	N.A.	Office Equipments	-	-	-	-	-	-	-	-	-	-	-
7	N.A.	Computers	-	-	-	-	1,484,000	-	-	-	-	-	-
8	N.A.	Intangible Assets - Computer Software	-	-	-	-	-	-	-	-	-	-	-
9	N.A.	Security Deposit	-	-	-	-	-	-	-	-	-	-	-
		TOTAL	-	-	-	-	182,614,045	-	-	-	-	-	-

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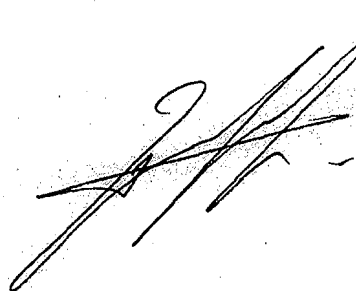
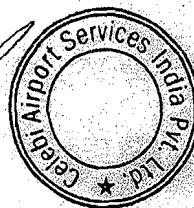
Form F 10 c Yearwise Capital Expenditure Financing Plan for next 10 years

PROJECT DETAILS	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	
	2016-17	AMOUNT	2017-18	AMOUNT	2018-19	AMOUNT	2019-20	AMOUNT	2020-21	AMOUNT	2021-22	AMOUNT	2022-23	AMOUNT	2023-24	AMOUNT	2024-25	AMOUNT	2025-26	AMOUNT
TOTAL CAPEX PLANNED	INTERNAL ACCRUAL	-	INTERNAL ACCRUAL	-	INTERNAL ACCRUAL	-	INTERNAL ACCRUAL	-	INTERNAL ACCRUAL	-	INTERNAL ACCRUAL	-	INTERNAL ACCRUAL	-	INTERNAL ACCRUAL	-	INTERNAL ACCRUAL	-	INTERNAL ACCRUAL	-
EQUITY INFUSED	-	-	EQUITY INFUSED	-	EQUITY INFUSED	-	EQUITY INFUSED	-	EQUITY INFUSED	-	EQUITY INFUSED	-	EQUITY INFUSED	-	EQUITY INFUSED	-	EQUITY INFUSED	-	EQUITY INFUSED	-
USER CONTRIBUTION	-	-	USER CONTRIBUTION	-	USER CONTRIBUTION	-	USER CONTRIBUTION	-	USER CONTRIBUTION	-	USER CONTRIBUTION	-	USER CONTRIBUTION	-	USER CONTRIBUTION	-	USER CONTRIBUTION	-	USER CONTRIBUTION	-
TOTAL DEBT	-	-	TOTAL DEBT	-	TOTAL DEBT	-	TOTAL DEBT	-	TOTAL DEBT	-	TOTAL DEBT	-	TOTAL DEBT	-	TOTAL DEBT	-	TOTAL DEBT	-	TOTAL DEBT	-
							14,762,353													
							219,049,411													
							164,287,058													
							219,049,411													

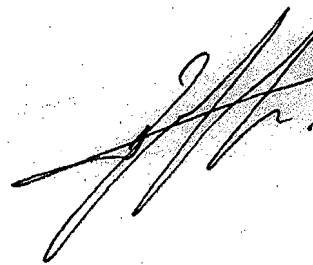
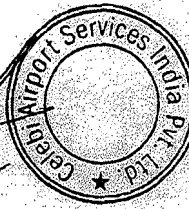
387- 23-

Form F 10 d	Summary Statement of Expenses Capitalised
	NIL

358-24-24-

Form F 10 e	Additional Capital Projects Summary
	NIL

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Form 11(a) Employee Strength (ref: A1.4 of Appendix I)


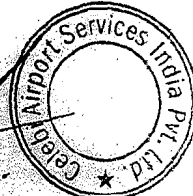
SR. NO.	Particulars with detailed breakup	As on 31st March, 2015	As on 31st March, 2016	As on 31st March, 2017	As on 31st March, 2018	As on 31st March, 2019	As on 31st March, 2020	As on 31st March, 2021
A	Department wise full time employees							
	Airport Director	-	-	-	-	-	-	-
	ATC/Operations	-	-	-	-	-	374	450
	Communications	-	-	-	-	-	-	-
	Human Resource (HR)	-	-	-	-	-	-	-
	Official Language	-	-	-	-	-	-	-
	Finance	-	-	-	-	-	-	-
	Terminal Management Housekeeping	-	-	-	-	-	-	-
	Engineering	-	-	-	-	-	-	-
	Commercial	-	-	-	-	-	-	-
	Land Management	-	-	-	-	-	-	-
	Security	-	-	-	-	-	-	-
	Mt Workshop	-	-	-	-	-	-	-
	Fire	-	-	-	-	-	-	-
	Medical	-	-	-	-	-	-	-
	Cargo	-	-	-	-	-	-	-
	Other 1 (Head office)	-	-	-	-	-	-	-
	Total Full Time Employees	-	-	-	-	-	374	450
B	Department wise part time contractual Employees							
	Department 1	-	-	-	-	-	-	-
	Department 2	-	-	-	-	-	-	-
	Department 3	-	-	-	-	-	-	-
	Department 4	-	-	-	-	-	-	-

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26-360-

Form 11(b) Payroll related Expenditures and Provisions (ref: A1.5 of Appendix I)

SR. NO.	Particulars with detailed breakup	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21
A	Salaries & Wages	-	-	-	-	-	79,029,180	141,987,128
B	PF Contributions	-	-	-	-	-	-	-
C	Medical Expenses	-	-	-	-	-	-	-
D	Overtime	-	-	-	-	-	-	-
E	Staff Welfare Fund	-	-	-	-	-	-	-
F	Others	-	-	-	-	-	-	-
1	Grand Total	-	-	-	-	-	79,029,180	141,987,128
2	Employee Expenses Capitalized	-	-	-	-	-	-	-
3	Net Employee Expenses (1)-(2)	-	-	-	-	-	79,029,180	141,987,128

Form 11(c) Administration and General Expenditure (ref: A1.5 of Appendix I)

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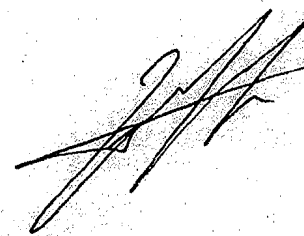
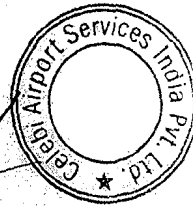
SR. NO.	Particulars with detailed breakup	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21
A	Administration Charges							
	Directors Sitting Fees	-	-	-	-	-	-	-
	Rates & Taxes	-	-	-	-	-	-	-
	Lease/Rent	-	-	-	-	-	-	-
	Rates & Taxes	-	-	-	-	-	-	-
	Communication Expenses	-	-	-	-	-	-	-
	Advertisement	-	-	-	-	-	-	-
	Office Maintenance	-	-	-	-	-	-	-
	Printing & Stationery	-	-	-	-	-	-	-
	Total	-	-	-	-	-	381,966	653,649
B	Legal Charges/Auditor's Fees						381,966	653,649
	Auditor's Fees	-	-	-	-	-	-	-
	Legal Charges	-	-	-	-	-	-	-
	Total	-	-	-	-	-	-	-
C	Consultancy/Advisory Expenses							
	Consultancy/Technical/Other Professional Charges	-	-	-	-	-	-	-
	Total	-	-	-	-	-	-	-
D	Other Charges							
	Land Lease	-	-	-	-	-	-	-
	Insurance Costs	-	-	-	-	-	-	-
	During Construction Period	-	-	-	-	-	-	-
	During Operation Period	-	-	-	-	-	-	-
	Event management/ Inauguration Expenses	-	-	-	-	-	793,500	833,175
	Recruitment and Training Charges	-	-	-	-	-	-	-
	Bank Charges	-	-	-	-	-	-	-
	Miscellaneous Expenses (Incl Corporate Allocation)	-	-	-	-	-	22,251,935	25,474,692
	Interest on short term loans	-	-	-	-	-	-	-
	Travel	-	-	-	-	-	-	-
	Office Expenses	-	-	-	-	-	2,771,000	2,909,550
	Certification Expenses	-	-	-	-	-	600,000	630,000
		-	-	-	-	-	905,000	950,250
	Total	-	-	-	-	-	27,321,435	30,797,667
E	Grand Total	-	-	-	-	-	27,703,401	31,451,316
F	Administration & General expenses capitalised	-	-	-	-	-	-	-
G	Net A&G expenses (E)-(F)	-	-	-	-	-	27,703,401	31,451,316




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Form 11(d) Repair & Maintenance Expenditure (ref: A1.5 of Appendix I)


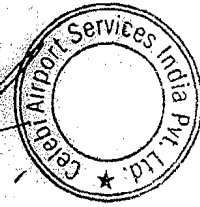
SR. NO.	Particulars with detailed breakup	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21
A	Plant and Machinery	-	-	-	-	-	2,871,346	3,014,913
1	Grand Total	-	-	-	-	-	2,871,346	3,014,913

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Form 11(e) Utilities & Outsourcing Expenditure (ref: AI.5 of Appendix I)

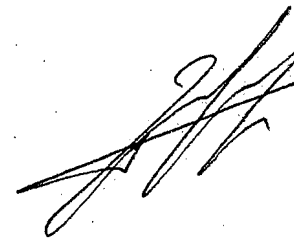

SR. NO.	Particulars with detailed breakup	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21
A	Utilities Costs							
	Power Charges							
	Units Consumed							
	Effective Unit Rate							
	Power Costs						771,278	1,212,915
	Water Charges							
	Units Consumed						592,200	909,300
	Effective Unit Rate		-	-	-	-	3.00	3.00
	Water Costs	-	-	-	-	-	1,776,600	2,727,900
	Other > Mention all the applicable heads	-	-	-	-	-	16,676,240	14,591,638
	Fuel Expenses						8,291,260	12,098,798
	Cleaning expenses						685,580	1,029,140
	Communication Expenses						1,394,000	1,463,700
	Equipment hire expenses						6,305,400	-
	Others							
	Total	-	-	-	-	-	19,224,117	18,532,453
B	Department-wise Outsourcing Costs							
	Airfield Services & Facilities	-	-	-	-	-	-	-
	Terminals	-	-	-	-	-	-	-
	Surveillance	-	-	-	-	-	-	-
	Cleaning	-	-	-	-	-	-	-
	Total	-	-	-	-	-	-	-
1	Grand Total	-	-	-	-	-	19,224,117	18,532,453
2	Utilities and Outsourcing expenses capitalised	-	-	-	-	-	-	-
3	Net Utilities and Outsourcing expenses (1)-(2)	-	-	-	-	-	19,224,117	18,532,453

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Form 11(f) Other Outflows (ref: A1.5 of Appendix I)


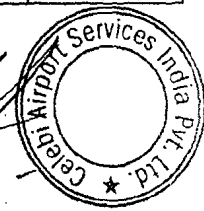
SR. NO.	Particulars	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21
A	Concession fees	-	-	-	-	-	50,292,660	73,307,494
B	License Fees	-	-	-	-	-	21,712,640	22,798,272
1	Grand Total	-	-	-	-	-	72,005,300	96,105,766

Form 11(g) Current Assets & Liabilities (ref: A1.5 of Appendix I)

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SR. NO.	Particulars	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21
A	Current Assets, Loans and Advances							
	Sundry Debtors	-	-	-	-	-	34,829,223	49,089,440
	Inventories	-	-	-	-	-	-	-
	Cash and cash equivalents	-	-	-	-	-	19,047,038	(3,988,161)
	Other Current Assets Including Loans & Advances	-	-	-	-	-	9,971,650	-
	Total of 'A'	-	-	-	-	-	63,847,912	45,101,279
B	Current Liabilities and Provisions							
I	Current Liabilities							
	Sundry Creditors	-	-	-	-	-	16,506,850	23,925,335
	Liabilities towards Suppliers	-	-	-	-	-	-	-
	Other Current Liabilities	-	-	-	-	-	-	-
	Total of 'I'	-	-	-	-	-	16,506,850	23,925,335
II	Provisions	-	-	-	-	-	-	-
	Total of 'II'	-	-	-	-	-	-	-
	TOTAL OF 'B' (I+ II)	-	-	-	-	-	16,506,850	23,925,335
C	NET CURRENT ASSETS (A -B)	-	-	-	-	-	47,341,061	21,175,944


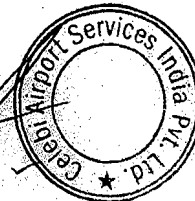



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Form F 12 a

Historical and Projected Cargo Volumes in tonnes (Ref: Section A 1.6 of Appendix 1)

Year	Domestic								International				Forecast	
	Loaded				Unloaded				Loaded & Unloaded				Error	
	Gene ral	Peris hable	Valua ble	Other	Gene ral	Peris hable	Valua ble	Other	Gene ral	Peris hable	Valua ble	Other	High	Low
2009-10	-	-	-	-	-	-	-	-	-	-	-	-	N. A.	N. A.
2010-11	-	-	-	-	-	-	-	-	-	-	-	-	N. A.	N. A.
2011-12	-	-	-	-	-	-	-	-	-	-	-	-	N. A.	N. A.
2012-13	-	-	-	-	-	-	-	-	-	-	-	-	N. A.	N. A.
2013-14	-	-	-	-	-	-	-	-	-	-	-	-	N. A.	N. A.
2014-15	-	-	-	-	-	-	-	-	-	-	-	-	N. A.	N. A.
2015-16	-	-	-	-	-	-	-	-	-	-	-	-	N. A.	N. A.
2016-17	-	-	-	-	-	-	-	-	-	-	-	-	N. A.	N. A.
2017-18	-	-	-	-	-	-	-	-	-	-	-	-	N. A.	N. A.
2018-19	-	-	-	-	-	-	-	-	-	-	-	-	N. A.	N. A.
2019-20	-	-	-	-	-	-	-	-	-	-	-	-	N. A.	N. A.
2020-21	-	-	-	-	-	-	-	-	-	-	-	-	N. A.	N. A.

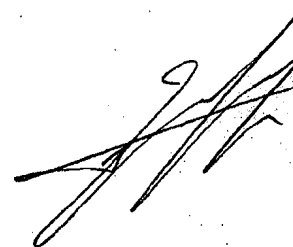
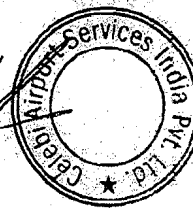



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Form F 12 b

Historical Aircraft Movements

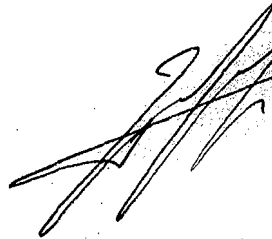
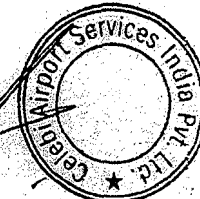
Year	Domestic (Landing)	International (Landing)	Total
2009-10	-	-	-
2010-11	-	-	-
2011-12	-	-	-
2012-13	-	-	-
2013-14	-	-	-
2014-15	-	-	-
2015-16	-	-	-

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Form F 12 c Projected Aircraft Movements

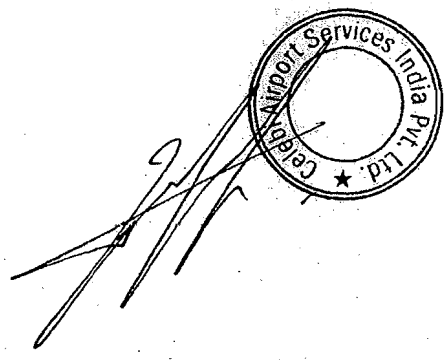
Year	Domestic (Landing)			International (Landing)		
	Optimistic	Most Likely	Conservative	Optimistic	Most Likely	Conservative
2016-17	-	-	-	-	-	-
2017-18	-	-	-	-	-	-
2018-19	-	-	-	-	-	-
2019-20	4,015	3,650	3,285	1,372	1,247	1,122
2020-21	6,118	5,562	5,006	1,968	1,789	1,610
2021-22	6,981	6,346	5,711	2,669	2,426	2,184
2022-23	7,585	6,896	6,206	2,962	2,693	2,424

Year	Domestic (Landing)			International (Landing)		
	Optimistic	Most Likely	Conservative	Optimistic	Most Likely	Conservative
2019-20	2,01,221	1,82,928	1,64,635	30,751	27,956	25,160
2020-21	2,17,318	1,97,562	1,77,806	31,981	29,074	26,167
2021-22	2,30,358	2,09,416	1,88,474	33,261	30,237	27,213
2022-23	2,44,179	2,21,981	1,99,783	34,591	31,446	28,302



Form F 12 d	Historical and Projected Fuel throughput in kilolitres (Ref: Section A 1.6 of Appendix 1)
	Not Applicable

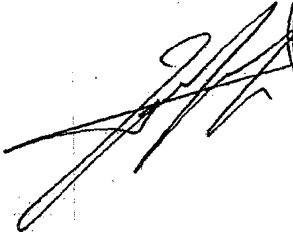
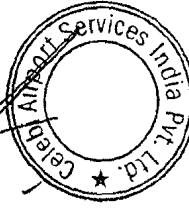
A handwritten signature in black ink is written over a circular stamp. The stamp contains the text "Capital Airport Services India Pvt. Ltd." around the perimeter and a small star in the center.

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Form 13(a)

Historical Tariffs and Revenue from Regulated Services (ref: A1.7 of Appendix I)

SR. NO.	Particulars	2014-15		2015-16		2016-17		2017-18		2018-19		2019-20		2020-21	
		Per Unit Tariff	Revenues	Per Unit Tariff	Revenues	Per Unit Tariff	Revenues	Per Unit Tariff	Revenues	Per Unit Tariff	Revenues	Per Unit Tariff	Revenues	Per Unit Tariff	Revenues
	Revenues from Regulated Services														
1	Ground Handling - Scheduled flights	#DIV/0!	-	#DIV/0!	-	#DIV/0!	-	#DIV/0!	-	#DIV/0!	-	48,889	239,409,915	45,903	337,432,117
	Total Revenue		-		-		-		-		-		239,409,915		337,432,117

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Form 13(b)

Historical and Projected Revenues from services other than Regulated Services (ref: AI.7 of Appendix I)

SR. NO.	Name of the customer	Particulars with detailed breakup	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21
A		Revenue from services other than Regulated Services							
1		Revenue from.....	-	-	-	-	-	-	-
2		Revenue from.....	-	-	-	-	-	-	-
3		Revenue from.....	-	-	-	-	-	-	-
		Total 'A'	-	-	-	-	-	-	-
B		Other Revenues							
1		Others	-	-	-	-	-	-	-
2		Others	-	-	-	-	-	-	-
		Total 'B'	-	-	-	-	-	-	-
		Total Revenues (A+B)	-	-	-	-	-	-	-

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Form 14 (b) - Price List - Scheduled Aircrafts

Particulars	Proposed Tariff for FY 19-20			Proposed Tariff for FY 20-21		
	Passenger	Ramp	Comprehensive	Passenger	Ramp	Comprehensive
Domestic Passenger Flight						
CODE B	4,410	10,290	14,700	4,410	10,290	14,700
CODE C	5,820	13,580	19,400	5,820	13,580	19,400
CODE D	8,970	20,930	29,900	8,970	20,930	29,900
CODE E	20,490	47,810	68,300	20,490	47,810	68,300
CODE F	30,240	70,560	100,800	30,240	70,560	100,800
International Passenger Flight						
CODE B	11,730	27,370	39,100	11,730	27,370	39,100
CODE C	27,510	64,190	91,700	27,510	64,190	91,700
CODE D	44,820	104,580	149,400	44,820	104,580	149,400
CODE E	58,710	136,990	195,700	58,710	136,990	195,700
CODE F	81,870	191,030	272,900	81,870	191,030	272,900
Domestic Freighter Flight						
CODE C	N.A	54,000	N.A	N.A	54,000	N.A
CODE D	N.A	94,000	N.A	N.A	94,000	N.A
CODE E	N.A	113,000	N.A	N.A	113,000	N.A
CODE F	N.A	154,000	N.A	N.A	154,000	N.A
International Freighter Flight						
CODE C	N.A	133,000	N.A	N.A	133,000	N.A
CODE D	N.A	160,000	N.A	N.A	160,000	N.A
CODE E	N.A	195,000	N.A	N.A	195,000	N.A
CODE F	N.A	287,000	N.A	N.A	287,000	N.A

Note : Above price is inclusive of concession fess and exclusive of GST




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CELEBI

Date: 23 July 2019

To,

The Secretary
Airports Economic Regulatory Authority of India
AERA Building, Administrative Complex
Safdarjung Airport, New Delhi – 110003

आरपीएल विमानचलाकर्मियों के विनिर्माण
सफदरजुंग एअरपोर्ट नई दिल्ली
डागरी नं० 14012
तारीख 26/07/19

Dear Sir / Ma'am,

Sub: Submission of Multi-Year Tariff Proposal (MYTP) for FY 2019 – FY 2021 and Annual Tariff Proposal (ATP) for FY 2019-2020 & FY 2020-2021 for Celebi Airport Services India Private Limited (formerly Celebi Ground Handling Delhi Private Limited) for its Hyderabad station.

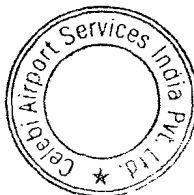
In continuation of the already submitted MYTP for our Hyderabad station, please find below our reply on the queries and explanations required:

1. In Form 12 c – Projected Aircraft Movement, we had submitted the estimated number of flights which our Company projects to handle at Hyderabad station but post our telephonic discussion we came to know that the said form requires to mention the estimated aircraft traffic movement for the relevant station. Therefore, please find enclosed the revised Form 12 c and request to replace the same with the earlier submitted Form 12 c in MYTP.
2. We hereby request AERA to kindly maintain the confidentiality of few of the submitted documents like Concession Agreement and User Agreement not to bring the same in public domain.
3. The tariffs proposed in MYTP are based on the competitive pricing, cost of providing the services (staff cost, fuel, repairs & maintenance, utility expenses etc.) investment made on the equipment & infrastructure to provide these services.

Thanking you,

For Celebi Airport Services India Pvt. Ltd

Laxman K Prasad
Chief Financial Officer



CELEBI AIRPORT SERVICES INDIA PRIVATE LIMITED

(Formerly known as Celebi Ground Handling Delhi Private Limited)

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Form F 12 c Projected Aircraft Movements

Year	Domestic (Landing)			International (Landing)		
	Optimistic	Most Likely	Conservative	Optimistic	Most Likely	Conservative
2019-20	2,01,221	1,82,928	1,64,635	30,751	27,956	25,160
2020-21	2,17,318	1,97,562	1,77,806	31,981	29,074	26,167
2021-22	2,30,358	2,09,416	1,88,474	33,261	30,237	27,213
2022-23	2,44,179	2,21,981	1,99,783	34,591	31,446	28,302



M/s Celebi Airport Services Private Limited-Ground Handling Services at Rajiv Gandhi International Airport, Hyderabad
Maximum Rate to be paid by scheduled/Non-Scheduled Airlines for Ground Handling Services for Fourth and Fifth Tariff Year
(FY 2019-20 and 2020-21) of second control period w.e.f the date of issue of Order.

	Ground Handling rates in INR for 4th (2019-20 and 5th (2020-21) Tariff Year		
	Passenger	Ramp	Comprehensive
Domestic Passenger Flight			
CODE B	4,410	10,290	14,700
CODE C	5,820	13,580	19,400
CODE D	8,970	20,930	29,900
CODE E	20,490	47,810	68,300
CODE F	30,240	70,560	100,800
International Passenger Flight			
CODE B	11,730	27,370	39,100
CODE C	27,510	64,190	91,700
CODE D	44,820	104,580	149,400
CODE E	58,710	136,990	195,700
CODE F	81,870	191,030	272,900
Domestic Freighter Flight			
CODE C	N.A	54,000	N.A
CODE D	N.A	94,000	N.A
CODE E	N.A	113,000	N.A
CODE F	N.A	154,000	N.A
International Freighter Flight			
CODE C	N.A	133,000	N.A
CODE D	N.A	160,000	N.A
CODE E	N.A	195,000	N.A
CODE F	N.A	287,000	N.A

Note: Above price is inclusive of concession fees and exclusive of GST as applicable