

भारतीय विमानपत्तन आयोग विनियमक प्राधिकरण
सफदरजंग एयरपोर्ट, नई दिल्ली-110003



Dated: 27th August 2021

प्राप्त
डायरी नं० 16213
तारीख 01/09/2021

To,

Director (Planning & Strategy)

AERA Building
Administrative Complex
Safdarjung Airport
New Delhi 110 003

Handwritten initials

AGM (GS)

Subject: Submission of Form A & Form B in connection with submission of MYTP & ATP for Third Control Period (FY2021-22 to FY 2025-26) on behalf of M/s Bird Airport Services (Konkan) Private Limited (BASKPL) for its ground handling operations at Goa International Airport, Goa.

Dear Sir,

Greeting from M/s Bird Airport Services (Konkan) Private Limited

Our holding company named M/s GlobeGround India Pvt. Ltd (GGIPL) a PAN India security cleared company (Under Approval Reference No. CAS/7(23)/2013/DIV/II/GlobeGround India Pvt. Ltd (E-97094 – Issued on 24/10/2019) has been awarded a Ground Handling Concession at Goa International Airport (GIA), Goa through a RFP selection process by Airport Authority of India.

In accordance with the requirements of the RFP, a Special Purpose Vehicle/Company (SPV/SPC) named M/s **Bird Airport Services (Konkan) Private Limited (BASKPL)** has been incorporated (Certificate of Incorporation attached). The security clearance of M/s Bird Airport Services (Konkan) Private Limited has already received from Bureau of Civil Aviation Security (BACS) on 20th May 2021 (copy is attached herewith.)

BASKPL is looking to commence commercial operations at Goa International from 15th September 2021.

In reference to caption subject matter, we are submitting the below mentioned documents through email and also submit a set of hard copies in your good office today for tariff approval process.

1. Copy of an award letter from Goa International Airport
2. Security Clearance document of GlobeGround India Pvt. Ltd. (Holding Company)
3. Security Clearance document of Bird Airport Services (Konkan) Private Limited.
4. Certificate of Incorporation of Bird Airport Services (Konkan) Pvt. Ltd.
5. Memorandum & Article of Association of Bird Airport Services (Konkan) Pvt. Ltd.
6. Copy of Office Allotment Letter at Goa International Airport
7. Interim tariff proposal as per prevailing rates of AIATSL.
8. Form A _ Submission of Multi-year Tariff Proposal (MYTP) duly signed & stamped

Bird Airport Services (Konkan) Private Limited
Shop No. CS-4, Near Keshav Smruti High School,
Green Meadows Dabolim,
Goa - 403801
CIN : U63030GA2021PTC014656



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*26012m/55/21
7/9/21*

9. Form B_ Submission of ATP along with Form 14 (b) _ Annual Tariff Proposal (ATP) form (for each category/type of tariff)
10. Copies of user agreements
11. Copy of concession agreement

Due to prevailing COVID situation, a face to face stakeholder's meeting could not be done. However, we are in the process of organising the stakeholders meeting through online platform as per convenience of each individual stakeholder and shall submit related documents in due course of time for the consideration of authority.

We humbly request your good office to issue an Interim approval (since final tariff approval may take some time) based existing tariff of AIATSL to **M/s Bird Airport Services (Konkan) Private Limited** prior to commencement of ground handling operations at Goa International Airport.

We hope that the authority shall find our enclosed submission as per AERA guidelines.

Please do let us know in case you need any information or clarification in this matter.

Thanking you

Yours sincerely,

For Bird Airport Services (Konkan) Private Limited



Sanjay Savant



Authorized Signatory

Bird Airport Services (konkan) Private Limited**Goa Station****Form F3 Historical and Projected Profit and loss accounts (ref: Section AI 4 Appendix I)**

S No.	Particulars	2021-22	2022-23	2023-24	2024-25	2025-26
1	Revenue					
	Revenue from Regulated services	1,88,15,462	10,98,82,538	12,05,39,215	12,96,64,689	13,37,45,612
	Revenue from other than Regulated Services	-	-	-	-	-
2	Opening expenditure					
	Payroll Costs	1,10,87,683	3,80,79,540	4,03,64,312	4,27,86,171	4,53,53,341
	Concession Fees	1,18,41,667	3,65,40,000	3,28,86,000	2,95,97,400	2,66,37,660
	Administrative and General Costs	74,28,356	2,33,35,368	2,45,02,136	2,57,27,243	2,70,13,605
	Utilities and Outsourcing costs	22,84,821	71,97,186	75,57,045	79,34,898	83,31,643
	Repair and Maintenance Costs	2,00,000	6,30,000	6,61,500	6,94,575	7,29,304
3	Earnings before depreciation, interest and taxation (EBDIT)	(1,40,27,065)	41,00,445	1,45,68,221	2,29,24,403	2,56,80,060
	Depreciation and Amortisation	73,07,203	1,33,51,760	1,46,53,498	1,55,94,952	1,65,36,406
4	Earning before interest and taxation (EBIT)	(2,13,34,268)	(92,51,315)	(85,277)	73,29,451	91,43,654
	Total interest and finance charges	80,43,310	66,29,496	51,33,550	35,50,272	18,74,182
5	Profit / loss before tax	(2,93,77,578)	(1,58,80,811)	(52,18,826)	37,79,178	72,69,472
	Provision for taxation	-	-	-	(1,17,53,896)	(69,65,714)
6	Profit / loss after taxation	(2,93,77,578)	(1,58,80,811)	(52,18,826)	1,55,33,074	1,42,35,186
	Balance brought forward from previous year	-	(2,93,77,578)	(4,52,58,389)	(5,04,77,216)	(3,49,44,142)
	Balance Carried to Balance Sheet	(2,93,77,578)	(4,52,58,389)	(5,04,77,216)	(3,49,44,142)	(2,07,08,955)

Note:

- * Projected values are provided for each of the Tariff Years
- ## Bird Airport Services (konkan), the Company, is a new company and hence, previous year(s) data doesn't exist

Bird Airport Services (konkan) Private Limited

Goa Station

Form F9: Format for Forecast and Actual Roll-Forward Regulatory Asset Base (RAB) (ref: Section AI 5 OF Appendix I)

S. No.	Particular	2021-22	2022-23	2023-24	2024-25	2025-26
		Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5
A	Opening RAB					
	Building (Leasehold Improvements)		-	-	-	-
	Plant & Machinery		2,83,97,538	5,13,16,413	5,05,83,885	4,60,28,222
	Electrical Installation		-	-	-	-
	Furniture and Fittings		81,50,543	72,69,403	63,88,264	55,07,124
	Office Equipment		-	-	-	-
	Safety Equipment		-	-	-	-
	Air Conditioners		-	-	-	-
	Data Processing Equipment		-	-	-	-
	Motor Vehicles		4,44,29,155	4,39,89,192	4,28,28,061	4,09,45,761
	Knowhow Fees/Royalty (Refer Note No. 2 below)		-	-	-	-
	Software Licences		-	-	-	-
	Trademark		-	-	-	-
		-	-	-	-
			8,09,77,236	10,25,75,009	9,98,00,209	9,24,81,107
B	Additions - WIP Capitalisation					
	Building		-	-	-	-
	Plant & Machinery	3,07,00,041	2,88,76,532	58,05,699	22,02,850	22,02,850
	Electrical Installation		-	-	-	-
	Furniture and Fittings	88,11,398	-	-	-	-
	Office Equipment		-	-	-	-
	Safety Equipment		-	-	-	-
	Air Conditioners		-	-	-	-
	Data Processing Equipment		-	-	-	-
	Motor Vehicles	4,87,73,000	60,73,000	60,73,000	60,73,000	60,73,000
	Knowhow Fees/Royalty (Refer Note No. 2 below)		-	-	-	-
	Software Licences		-	-	-	-
	Trademark		-	-	-	-
			8,82,84,439	3,49,49,532	1,18,78,699	82,75,850
C	Disposal/ Transfers					
	Building					
	Plant & Machinery					
	Electrical Installation					
	Furniture and Fittings					
	Office Equipment					
	Safety Equipment					
	Air Conditioners					
	Data Processing Equipment					
	Motor Vehicles					
	Knowhow Fees/Royalty (Refer Note No. 2 below)					
	Software Licences					
	Trademark					
D	Depreciation Charges					
	Building		-	-	-	-
	Plant & Machinery	23,02,503	59,57,657	65,38,227	67,58,512	69,78,797
	Electrical Installation		-	-	-	-
	Furniture and Fittings	6,60,855	8,81,140	8,81,140	8,81,140	8,81,140
	Office Equipment		-	-	-	-
	Safety Equipment		-	-	-	-
	Air Conditioners		-	-	-	-
	Data Processing Equipment		-	-	-	-
	Motor Vehicles	43,43,845	65,12,963	72,34,131	79,55,300	86,76,469
	Knowhow Fees/Royalty (Refer Note No. 2 below)		-	-	-	-
	Software Licences		-	-	-	-
	Trademark		-	-	-	-
			73,07,203	1,33,51,760	1,46,53,498	1,55,94,952
E	Closing RAB (A+B-C-D)					
	Building		-	-	-	-
	Plant & Machinery	2,83,97,538	5,13,16,413	5,05,83,885	4,60,28,222	4,12,52,275
	Electrical Installation		-	-	-	-
	Furniture and Fittings	81,50,543	72,69,403	63,88,264	55,07,124	46,25,984
	Office Equipment		-	-	-	-
	Safety Equipment		-	-	-	-
	Air Conditioners		-	-	-	-
	Data Processing Equipment		-	-	-	-
	Motor Vehicles	4,44,29,155	4,39,89,192	4,28,28,061	4,09,45,761	3,83,42,292
	Knowhow Fees/Royalty (Refer Note No. 2 below)		-	-	-	-
	Software Licences		-	-	-	-
	Trademark		-	-	-	-
			8,09,77,236	10,25,75,009	9,98,00,209	9,24,81,107
F	Average RAB	4,04,88,618	9,17,76,122	10,11,87,609	9,61,40,658	8,83,50,829

Note:

1 Projected value are provided for Tariff Years

2 Information for last financial year / last audited financial year are not available since 2021-22 shall be the first operational year of the Company

Bird Airport Services (konkan) Private Limited

Goa Station

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

S. N.	Particulars - with detailed breakup	2021-22	2022-23	2023-24	2024-25	2025-26
		Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5
A	Utilities Costs					
	Power Charges					
	Unit Consumed	1,68,482	6,25,446	6,25,446	6,25,446	6,25,446
	Effective Unit Rate	10	11	11	12	12
	Power costs	16,84,821	65,67,186	68,95,545	72,40,323	76,02,339
	Water Charges					
	Unit Consumed	1,50,000	1,50,000	1,50,000	1,50,000	1,50,000
	Effective Unit Rate	4	4	4	5	5
	Water Cost	6,00,000	6,30,000	6,61,500	6,94,575	7,29,304
	Other - Mention all the applicable heads					
	...					
B	Department - wise Outsourcing Costs					
	Airfield Services & Facilities					
	Terminals					
	Maintenance					
	Cleaning					
	...					
1	Grand Total	22,84,821	71,97,186	75,57,045	79,34,898	83,31,643
2	Utilities and Outsourcing expenses capitalised					
3	Net Utilities and Outsourcing expenses (1)-(2)					

Note:

- 1 At present, the estimated expenses are part of the estimated amount of overall Administrative and General expenses. Therefore, no separate disclosure is made.
- 2 Information for last financial year / last audited financial year are not available since 2021-22 shall be the first operational year of the Company

Bird Airport Services (konkan) Private Limited

Goa Station

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

S. No.	Particulars - with detailed breakup	2021-22	2022-23	2023-24	2024-25	2025-26
		Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5
A	Building	-	-	-	-	-
B	Plant & Machinery	90,000	5,20,528	3,23,307	1,84,881	1,94,125
C	Motor Vehicles	1,10,000	1,09,472	3,38,193	5,09,694	5,35,179
D	Furniture and Fittings					
E	2,00,000	6,30,000	6,61,500	6,94,575	7,29,304

Note:

- 1 Projected value are provided for Tariff Years
- 2 Information for last financial year / last audited financial year are not available since 2021-22 shall be the first operational year of the Company

Bird Airport Services (konkan) Private Limited**Goa Station****Form F11 (b) Payroll Related Expenditure and Provisions (ref; Section AI.5 of Appendix I)**

S. N.	Particulars - with detailed breakup	2021-22	2022-23	2023-24	2024-25	2025-26
		Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5
A	Salaries and Wages	1,01,28,044	3,47,83,755	3,68,70,781	3,90,83,028	4,14,28,009
B	PF Contribution	7,37,885	25,34,193	26,86,245	28,47,420	30,18,265
C	Medical Expenses					
D	Overtime					
E	Staff Welfare Fund	2,21,754	7,61,591	8,07,286	8,55,723	9,07,067
F	Training and recruitment					
1	Grand Total	1,10,87,683	3,80,79,540	4,03,64,312	4,27,86,171	4,53,53,341
2	Employee expenses capitalised	-	-	-	-	-
3	Net Employees expenses (1)- (2)	1,10,87,683	3,80,79,540	4,03,64,312	4,27,86,171	4,53,53,341

Note:

- 1 Projected value are provided for Tariff Years
- 2 Information for last financial year / last audited financial year are not available since 2021-22 shall be the first operational year of the Company

Bird Airport Services (konkan) Private Limited

Goa Station

Form F11(f) Other Outflow (ref; Section AI.5 of Appendix I)

S. N.	Particulars	2021-22	2022-23	2023-24	2024-25	2025-26
		Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5
A	Bank Gauratantee	3,36,98,000	-	-	-	-
B	Security Deposit	17,33,999				
C	...					
	Grand Total	3,54,31,999	-	-	-	-

* Projected values to be provided

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

Bird Airport Services (konkan) Private Limited

Goa Station

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

Year	Domestic (Landing)			International (Landing)		
	Optimistic	Most Likely	Conservative	Optimistic	Most Likely	Conservative
2021-22 (3.5 months)	490	467	444	107	102	97
2022-23	2,511	2,391	2,271	546	520	494
2023-24	2,637	2,511	2,385	573	546	519
2024-25	2,769	2,637	2,505	602	573	544
2025-26	2,907	2,769	2,631	632	602	572

Note:

- 1 Projections are made with an increasing trend using a fixed trend because of uncertain situation due to Covid-19.