



Date: 6 April 2021

भारतीय विमानपत्तन आयोग
सफ़दरजंग एयरपोर्ट, नई दिल्ली

दिनांक

To,

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

प्राप्ति
दस्तावेज नं० 16133
तारीख 7/4/21

Dear Sir / Ma'am,

Sub: Submission of Multi-Year Tariff Proposal (MYTP) for FY 2021 – FY 2026 for Celebi Airport Services India Private Limited for its Cochin 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 Multi Year Tariff Proposal ('MYTP') for the third control period starting 1 April 2021 and ending on 31 March 2026

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 Airport Services India Private Limited** at its COCHIN station ('**Celebi GH COK**') is competing with Air India and Bird Worldwide Flight Services Pvt Ltd (BWFS), for all forms of ground handling services at the Cochin 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.

1.5 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.

1.7 The Authority had approved regulation of tariffs under the Light Touch Approach for the second control period and we request the Authority to continue with the same approach.

CELEBI AIRPORT SERVICES INDIA PVT. LTD.
(Formerly known as Celebi Ground Handling Delhi Private Limited)

www.celebiaviation.com

Regd. Office: Room No. CE-01, Import Building 2, International Cargo Terminal, IGI Airport, New Delhi - 110037
Tel.: +91 11 2560 1300/1310 Fax: +91 11 2560 1320 CIN:U63090DL2009PTC186128



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- 1.8 Would also like to inform the Authority that the stakeholder consultation has also been conducted online on 27th October, 2020 wherein the stakeholders were briefed on Company's operations and future initiatives. All the concerns of stakeholders were addressed. Copy of one of the meeting invite and meeting minutes are enclosed herewith.

Thanking you,

Yours sincerely,

For Celebi Airport Services India Pvt. Ltd

Cem Sensoz
Chief Executive Officer

Email: cem.sensoz@celebinas.in

Tel: +91 11 2560 1191



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• ISO 9001 QUALITY MANAGEMENT SYSTEM
• ISO 14001 ENVIRONMENTAL MANAGEMENT SYSTEM
• OHSAS 18001 OCCUPATIONAL HEALTH & SAFETY MANAGEMENT SYSTEM

2. Enclosures

#	Form Number	Description
Supporting documents for MYTP FY 2021 - FY 2026 (Forms and Celebi GH COK's Calculations)		
Srl	Form's No	Name of Forms
1	Form 1a	Historical and proposed aggregate revenue requirement
2	Form 1b	Competition Assessment (Sec AL3)
3	Form F 3	Historical & Projected Profit & Loss Account
4	Form F 6 (b)	Summary Statement of Interest and Finance Charges
5	Form F 7	Format for Identifying Initial Regulatory Asset Base
6	Form F 8 a	Format for providing asset wise information of stakeholders contributions
7	Form F 8 b	Format for providing proposed exclusions from RAB
8	Form F 9	Formats for Forecast and Actual Roll Forward RAB
9	Form F 10 a	Capital projects completed before current review for Roll - Forward of RAB
10	Form F 10 b	Capital Expenditure projected plan - 10 year Master
11	Form F 10 c	Year wise Capital Expenditure Financing Plan for next 10 years
12	Form F 10 d	Summary Statement of Expenses Capitalised
13	Form F 10 e	Additional Capital Projects Summary
14	Form 11(a)	Employee Strength (ref: AI.4 of Appendix I)
15	Form 11(b)	Payroll related Expenditures and Provisions (ref: AI.5 of Appendix I)
16	Form 11(c)	Administration and General Expenditure (ref: AI.5 of Appendix I)
17	Form 11(d)	Repair & Maintenance Expenditure (ref: AI.5 of Appendix I)
18	Form 11(e)	Utilities & Outsourcing Expenditure (ref: AI.5 of Appendix I)
19	Form 11(f)	Other Outflows (ref: AI.5 of Appendix I)
20	Form 11(g)	Current Assets & Liabilities (ref: AI.5 of Appendix I)
21	Form F 12 b	Historical Aircraft Movements
22	Form F 12 c	Projected Aircraft Movements
23	Form 13(a)	Historical Tariffs and Revenue from Regulated Services (ref: AI.7 of Appendix I)
24	Form 13(b)	Historical and Projected Revenues from services other than Regulated Services (ref: AI.7 of Appendix I)
25	Annexure 1 - Calculation of ARR	
26	Forecast RAB	
27	FROR	
28	Yield Per unit	

3. Enclosures - Stakeholder consultation - Copy of meeting invite and meeting minutes.




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Form A
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 50 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 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 Cochin 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

CELEBI AIRPORT SERVICES INDIA PVT. LTD.

Date: 6 April 2024 (Formerly known as Celebi Ground Handling Delhi Private Limited)

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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
		2019-2020	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
1	Aggregate revenue requirement	659,510,626	294,590,808	396,985,868	535,625,662	693,743,301	791,757,574	902,798,254



Form 1b Competition Assessment (Sec AL3)

SI No.	Details of Competitive Facilities
1	Air India Air Transport Services Limited (AIATSL)
2	Bird Worldwide Flight Services (India) Pvt. Ltd (BWFSIPL)



Form F 3 Historical & Projected Profit & Loss Account

S. No.	Particulars	2019-2020	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
1	Revenue	584,236,827	199,234,922	312,312,474	460,261,787	638,347,750	739,972,574	847,717,835
	Revenue from regulated services	582,830,198	197,852,022	310,929,574	458,878,887	638,347,750	739,972,574	847,717,835
	Revenue from other than regulated services	1,406,629	1,382,900	1,382,900	1,382,900	-	-	-
2	Operating Expenditure	572,446,448	243,738,000	349,660,282	487,743,567	639,280,538	739,872,295	849,097,243
	Payroll Costs	182,446,098	104,398,336	134,702,111	173,283,108	214,284,086	268,638,303	317,135,272
	Administrative & General Costs	45,066,018	18,142,125	19,523,235	20,228,198	26,531,475	27,067,940	33,813,485
	Utilities & Outsourcing Costs	26,772,153	11,384,349	12,811,472	16,559,104	21,456,904	23,151,177	26,311,335
	Other outflows (Concession Fees & space rental)	313,152,730	105,116,489	177,316,866	272,034,992	370,380,702	413,755,656	463,910,613
	Repair & Maintenance Costs	5,009,450	4,696,701	5,306,598	5,638,165	6,627,371	7,259,219	7,926,538
3	Earning before depreciation, interest & taxation (EBDIT)	11,790,378	(44,503,079)	(37,347,808)	(27,481,780)	(932,788)	100,280	(1,379,408)
	Depreciation and Amortisation	38,682,276	39,940,722	40,161,973	40,941,536	41,749,768	38,555,575	40,689,553
4	Earning before interest & taxation (EBIT)	(26,891,898)	(84,443,800)	(77,509,781)	(68,423,316)	(42,682,555)	(38,455,295)	(42,068,961)
	Total Interest and Finance Charges	23,425,297	11,851,789	12,144,374	2,160,789	301,113	345,143	373,343
5	Profit/Loss before tax	(50,317,194)	(96,295,590)	(89,654,156)	(70,584,105)	(42,983,669)	(38,800,438)	(42,442,304)
	Provision for taxation & Deferred Tax (Income)/Expense	14,158,234	-	-	-	-	-	-
6	Profit/Loss after taxation	(64,475,429)	(96,295,590)	(89,654,156)	(70,584,105)	(42,983,669)	(38,800,438)	(42,442,304)
7	Balance carried to balance sheet	(64,475,429)	(96,295,590)	(89,654,156)	(70,584,105)	(42,983,669)	(38,800,438)	(42,442,304)
			(24,237,600)	(22,565,951)	(17,766,019)	(10,818,989)	(9,766,070)	(10,682,728)



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

S.No.		Particulars	2019-2020	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
A	1	Interest Charges on Government Loans, Bonds and Advances	-	-	-	-	-	-	-
	2	Interest on long term Loans	21,441,381	10,670,366	10,873,379	1,869,291	-	-	-
		Secured	21,441,381	10,670,366	10,873,379	1,869,291	-	-	-
		Total Interest on Loans (1+2)	21,441,381	10,670,366	10,873,379	1,869,291	-	-	-
B		Cost of raising finance and bank charges on project loans	1,902,072	1,181,423	1,270,996	291,499	301,113	345,143	373,343
C		Grand Total of Interest and Finance Charges (A+B)	23,343,453	11,851,789	12,144,374	2,160,789	301,113	345,143	373,343
D		Less: Interest & Finance Charges Capitalised	-	-	-	-	-	-	-
E		Net Total of Interest & Finance Charges on Project related loans	23,343,453	11,851,789	12,144,374	2,160,789	301,113	345,143	373,343
F		Interest on Working Capital Loans	-	-	-	-	-	-	-
G		Other Interest Charges (Provide headwise details)	81,844	-	-	-	-	-	-
		Interest on Unsecured Loan	-	-	-	-	-	-	-
		Interest to Supplier for delay in payment of Equipments	-	-	-	-	-	-	-
		Interest on Service Tax	-	-	-	-	-	-	-
		Interest on TDS	81,844	-	-	-	-	-	-
H		Total Interest and Finance Charges chargeable to P&L account (E+F+G)	23,425,297	11,851,789	12,144,374	2,160,789	301,113	345,143	373,343



Form F 7 Format for Identifying Initial Regulatory Asset Base

As on 31, March, 2020

Asset Name	Original	Accumulated Depreciation	Net Book Value
Leasehold improvement	-	-	-
Ground handling equipments	276,293,511	73,832,525	202,460,986
Plant & machinery	-	-	-
Furnitures and fixtures	6,286,649	820,872	5,465,777
Vehicles	25,827,328	7,109,032	18,718,296
Office Equipment	1,785,430	367,580	1,417,850
Computers	2,275,390	770,674	1,504,716
Computer Software	-	-	-
Security Deposit	50,000,000	-	50,000,000
Grand Total	362,468,308	82,900,683	279,567,625



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



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	2019-2020	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
A	Opening RAB	227,294,194	279,567,625	240,129,786	202,463,213	168,674,877	166,081,374	162,469,546
	Leasehold Improvements	-	-	-	-	2,700,000	2,400,000	2,100,000
	Ground Handling Equipments	151,729,405	202,460,987	169,977,758	137,717,488	106,144,844	105,431,696	96,009,335
	Plant & Machinery	-	-	-	-	-	-	-
	Furniture & Fixtures	123,230	5,465,777	4,326,854	4,518,720	2,840,138	1,167,112	4,824,592
	Vehicles	23,086,374	18,718,296	13,540,918	8,375,453	3,219,238	4,830,190	8,266,948
	Office Equipments	931,573	1,417,850	1,159,945	1,256,584	3,327,965	1,854,466	515,422
	Computers	1,423,613	1,504,715	1,124,311	594,968	442,693	397,911	753,248
	Intangible Assets - Computer Software	-	-	-	-	-	-	-
	Security Deposit	50,000,000	50,000,000	50,000,000	50,000,000	50,000,000	50,000,000	50,000,000
B	Additions - WIP Capitalisation	45,521,340	502,883	2,495,400	7,153,200	39,156,265	34,943,746	52,814,131
	Leasehold Improvements	-	-	-	3,000,000	-	-	-
	Ground Handling Equipments	37,439,178	87,000	-	-	32,855,402	22,795,683	38,506,208
	Plant & Machinery	-	-	-	-	-	-	-
	Furniture & Fixtures	6,142,013	153,160	1,882,500	-	-	5,196,000	8,096,760
	Vehicles	706,943	-	-	-	5,904,963	5,904,963	6,003,963
	Office Equipments	732,273	89,238	550,000	3,650,000	81,430	103,600	207,200
	Computers	500,933	173,485	62,900	503,200	314,500	943,500	-
	Intangible Assets - Computer Software	-	-	-	-	-	-	-
	Security Deposit	-	-	-	-	-	-	-
C	Disposals/ Transfers	(45,434,367)	-	-	-	-	-	-
	Leasehold Improvements	-	-	-	-	-	-	-
	Ground Handling Equipments	(45,434,367)	-	-	-	-	-	-
	Plant & Machinery	-	-	-	-	-	-	-
	Furniture & Fixtures	-	-	-	-	-	-	-
	Vehicles	-	-	-	-	-	-	-
	Office Equipments	-	-	-	-	-	-	-
	Computers	-	-	-	-	-	-	-
	Intangible Assets - Computer Software	-	-	-	-	-	-	-
	Security Deposit	-	-	-	-	-	-	-
D	Depreciation Charge	38,682,276	39,940,722	40,161,973	40,941,536	41,749,768	38,555,575	40,689,553
	Leasehold Improvements	-	-	-	300,000	300,000	300,000	300,000
	Ground Handling Equipments	32,141,963	32,570,229	32,260,271	31,572,644	33,568,550	32,218,043	35,399,136
	Plant & Machinery	-	-	-	-	-	-	-
	Furniture & Fixtures	799,466	1,292,083	1,690,633	1,678,583	1,673,025	1,538,520	708,970
	Vehicles	5,075,021	5,177,377	5,165,466	5,156,215	4,294,011	2,468,205	3,542,978
	Office Equipments	245,995	347,143	453,361	1,578,619	1,554,899	1,442,643	319,135
	Computers	419,831	553,889	592,243	655,475	359,282	588,164	419,333
	Intangible Assets - Computer Software	-	-	-	-	-	-	-
	Security Deposit	-	-	-	-	-	-	-
E	Closing RAB (A+B-C-D)	279,567,625	240,129,786	202,463,213	168,674,877	166,081,374	162,469,546	174,594,124
	Leasehold Improvements	-	-	-	2,700,000	2,400,000	2,100,000	1,800,000
	Ground Handling Equipments	202,460,987	169,977,758	137,717,488	106,144,844	105,431,696	96,009,335	99,116,407
	Plant & Machinery	-	-	-	-	-	-	-
	Furniture & Fixtures	5,465,777	4,326,854	4,518,720	2,840,138	1,167,112	4,824,592	12,212,382
	Vehicles	18,718,296	13,540,918	8,375,453	3,219,238	4,830,190	8,266,948	10,727,933
	Office Equipments	1,417,850	1,159,945	1,256,584	3,327,965	1,854,466	515,422	403,488
	Computers	1,504,715	1,124,311	594,968	442,693	397,911	753,248	333,914
	Intangible Assets - Computer Software	-	-	-	-	-	-	-
	Security Deposit	50,000,000	50,000,000	50,000,000	50,000,000	50,000,000	50,000,000	50,000,000
F	Average RAB	253,430,910	259,848,706	221,296,500	185,569,045	167,378,126	164,275,460	168,531,835

- Fixed assets are valued at cost. Cost of an asset comprises of the purchase price and any attributable cost of bringing the asset to its working condition for its intended use.

- Depreciation is provided using the straight line method based on the useful lives of the assets estimated by the management and or at the rates specified by Schedule XIV of the Companies Act, 1956, whichever is higher.



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



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
			2020-21	2021-22	2022-23	2023-24	2024-25	2025-26	2026-27	2027-28	2028-29	2029-30	2030-31
1	N.A.	Leasehold Improvements	-	-	3,000,000	-	-	-	-	-	-	-	-
2	N.A.	Ground Handling Equipments	87,000	-	-	32,855,402	22,795,683	38,506,208	-	-	-	-	-
3	N.A.	Plant & Machinery	-	-	-	-	-	-	-	-	-	-	-
4	N.A.	Furniture & Fixtures	153,160	1,882,500	-	-	5,196,000	8,096,760	-	-	-	-	-
5	N.A.	Vehicles	-	-	-	5,904,963	5,904,963	6,003,963	-	-	-	-	-
6	N.A.	Office Equipments	89,238	550,000	3,650,000	81,400	103,600	207,200	-	-	-	-	-
7	N.A.	Computers	173,485	62,900	503,200	314,500	943,500	-	-	-	-	-	-
8	N.A.	Intangible Assets - Computer Software	-	-	-	-	-	-	-	-	-	-	-
9	N.A.	Security Deposit	-	-	-	-	-	-	-	-	-	-	-
		TOTAL	502,883	2,495,400	7,153,200	39,156,265	34,943,746	52,814,131	-	-	-	-	-



PROJECT DETAILS	Tariff Year 1		Tariff Year 2		Tariff Year 3		Tariff Year 4		Tariff Year 5	
	2021-22	AMOUNT	2022-23	AMOUNT	2023-24	AMOUNT	2024-25	AMOUNT	2025-26	AMOUNT
TOTAL CAPEX PLANNED		2,495,400		7,153,200		39,156,265		34,943,746		52,814,131
	INTERNAL ACCRUAL	2,495,400	INTERNAL ACCRUAL	7,153,200	INTERNAL ACCRUAL	39,156,265	INTERNAL ACCRUAL	34,943,746	INTERNAL ACCRUAL	52,814,131
	EQUITY INFUSED	-	EQUITY INFUSED	-	EQUITY INFUSED	-	EQUITY INFUSED	-	EQUITY INFUSED	-
	USER CONTRIBUTION	-	USER CONTRIBUTION	-	USER CONTRIBUTION	-	USER CONTRIBUTION	-	USER CONTRIBUTION	-
	TOTAL DEBT	-	TOTAL DEBT	-	TOTAL DEBT	-	TOTAL DEBT	-	TOTAL DEBT	-
		2,495,400		7,153,200		39,156,265		34,943,746		52,814,131
PROJECT DETAILS	Tariff Year 6		Tariff Year 7		Tariff Year 8		Tariff Year 9		Tariff Year 10	
	2026-27	AMOUNT	2027-28	AMOUNT	2028-29	AMOUNT	2029-30	AMOUNT	2030-31	AMOUNT
TOTAL CAPEX PLANNED		-		-		-		-		-
	INTERNAL ACCRUAL	-	INTERNAL ACCRUAL	-	INTERNAL ACCRUAL	-	INTERNAL ACCRUAL	-	INTERNAL ACCRUAL	-
	EQUITY INFUSED	-	EQUITY INFUSED	-	EQUITY INFUSED	-	EQUITY INFUSED	-	EQUITY INFUSED	-
	USER CONTRIBUTION	-	USER CONTRIBUTION	-	USER CONTRIBUTION	-	USER CONTRIBUTION	-	USER CONTRIBUTION	-
	TOTAL DEBT	-	TOTAL DEBT	-	TOTAL DEBT	-	TOTAL DEBT	-	TOTAL DEBT	-
		-		-		-		-		-



Form F 10 d	Summary Statement of Expenses Capitalised
	NIL



Form F 10 e	Additional Capital Projects Summary
	NIL



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

SR. NO.	Particulars with detailed breakup	As on 31st March, 2020	As on 31st March, 2021	As on 31st March, 2022	As on 31st March, 2023	As on 31st March, 2024	As on 31st March, 2025	As on 31st March, 2026
A	Department wise full time employees							
	Airport Director	-	-	-	-	-	-	-
	ATC/Operations	167	396	515	602	712	792	831
	Communications	-	-	-	-	-	-	-
	Human Resource (HR)	2	2	2	2	2	2	2
	Official Language	-	-	-	-	-	-	-
	Finance	1	1	1	1	1	1	1
	Terminal Management Housekeeping	-	-	-	-	-	-	-
	Engineering	-	-	-	-	-	-	-
	Commercial	-	-	-	-	-	-	-
	Land Management	-	-	-	-	-	-	-
	Security	-	-	-	-	-	-	-
	Mt Workshop	-	-	-	-	-	-	-
	Fire	-	-	-	-	-	-	-
	Medical	-	-	-	-	-	-	-
	Cargo	-	-	-	-	-	-	-
	Other 1 (Head office)	-	-	-	-	-	-	-
	Total Full Time Employees	170	399	518	605	715	795	834
B	Department wise part time contractual Employees							
	Department 1	-	-	-	-	-	-	-
	Department 2	-	-	-	-	-	-	-
	Department 3	-	-	-	-	-	-	-
	Department 4	-	-	-	-	-	-	-



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

SR. NO.	Particulars with detailed breakup	2019-2020	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
A	Salaries & Wages	114,567,911	72,267,661	93,244,844	119,951,768	148,333,875	185,959,495	219,530,552
B	PF Contributions	10,390,146	5,862,132	7,563,737	9,730,121	12,032,391	15,084,466	17,807,648
C	Medical Expenses	4,374,695	3,913,871	5,049,953	6,496,347	8,033,465	10,071,193	11,889,334
D	Overtime	14,354,111	1,862,134	2,402,657	3,090,819	3,822,146	4,791,652	5,656,684
E	Staff Welfare Fund	785,101	393,050	507,141	652,395	806,760	1,011,399	1,193,986
F	Others	37,974,134	20,099,487	25,933,779	33,361,659	41,255,449	51,720,098	61,057,069
1	Grand Total	182,446,098	104,398,336	134,702,111	173,283,108	214,284,086	268,638,303	317,135,272
2	Employee Expenses Capitalized	-	-	-	-	-	-	-
3	Net Employee Expenses (1)-(2)	182,446,098	104,398,336	134,702,111	173,283,108	214,284,086	268,638,303	317,135,272

Increase in Payroll Expenditure over the years has been assumed @ 6.6% considering 2.6% over the forecasted CPI inflation @ 4% every year



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

SR. NO.	Particulars with detailed breakup	2019-2020	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
A	Administration Charges							
	Directors Sitting Fees	-	-	-	-	-	-	-
	Rates & Taxes	-	-	-	-	-	-	-
	Lease/Rent	-	-	-	-	-	-	-
	Rates & Taxes	-	-	-	-	-	-	-
	Communication Expenses	-	-	-	-	-	-	-
	Advertisement	-	-	-	-	-	-	-
	Office Maintenance	-	-	-	-	-	-	-
	Printing & Stationery	226,433	335,389	121,043	178,384	247,405	286,792	328,550
	Allocated Overhead Expenses	33,502,484	14,375,492	13,803,312	14,852,793	17,673,817	19,800,801	22,706,787
	Total	33,728,917	14,710,881	13,924,355	15,031,177	17,921,221	20,087,592	23,035,337
B	Legal Charges/Auditor's Fees							
	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	965,191	583,856	706,374	741,954	803,492	853,090	904,990
	IT related Expenses	1,463,054	9,170	519,447	475,840	634,546	734,845	841,729
	Recruitment and Training Charges	-	-	-	-	-	-	-
	Bank Charges - BG Commission	346,722	500,000	500,000	500,000	500,000	500,000	500,000
	Miscellaneous Expenses	2,191,828	1,452,909	1,320,143	1,385,516	1,454,210	1,526,310	1,601,985
	Interest on short term loans	1,594,616	-	-	-	-	-	-
	Travel	2,704,487	196,638	1,445,724	454,261	2,954,972	730,326	3,924,165
	Office Expenses	1,376,214	472,670	735,676	1,091,937	1,503,677	1,755,531	1,996,864
	Certification Expenses	694,989	216,000	371,516	547,512	759,357	880,247	1,008,417
	Total	11,337,101	3,431,243	5,598,880	5,197,022	8,610,254	6,980,347	10,778,148
E	Grand Total	45,066,018	18,142,125	19,523,235	20,228,198	26,531,475	27,067,940	33,813,485
F	Administration & General expenses capitalised	-	-	-	-	-	-	-
G	Net A&G expenses (E)-(F)	45,066,018	18,142,125	19,523,235	20,228,198	26,531,475	27,067,940	33,813,485



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

SR. NO.	Particulars with detailed breakup	2019-2020	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
A	Plant and Machinery	5,009,450	4,696,701	5,306,598	5,638,165	6,627,371	7,259,219	7,926,538
1	Grand Total	5,009,450	4,696,701	5,306,598	5,638,165	6,627,371	7,259,219	7,926,538



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

SR. NO.	Particulars with detailed breakup	2019-2020	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
A	Utilities Costs							
	Power Costs	-	2,477,750	1,651,484	2,279,951	2,997,122	3,395,920	3,817,359
	Water Costs	1,501,775	341,215	227,429	313,976	412,739	467,658	525,695
	Other > Mention all the applicable heads	25,270,378	8,565,384	10,932,559	13,965,177	18,047,043	19,287,600	21,968,281
	Fuel Expenses	13,271,911	4,895,382	6,155,962	6,733,323	9,565,634	11,254,380	13,140,619
	Cleaning expenses	549,056	2,220,706	1,112,980	1,657,604	2,327,138	2,722,467	3,147,608
	Communication Expenses	575,914	1,156,771	910,959	2,774,480	3,305,279	3,628,202	3,962,766
	Equipment hire expenses	9,767,569	(124,567)	2,400,000	2,400,000	2,400,000	1,200,000	1,200,000
	Others	1,105,928	417,091	352,658	399,770	448,991	482,551	517,288
	Total	26,772,153	11,384,349	12,811,472	16,559,104	21,456,904	23,151,177	26,311,335
B	Department-wise Outsourcing Costs							
	Airfield Services & Facilities	-	-	-	-	-	-	-
	Terminals	-	-	-	-	-	-	-
	Surveillance	-	-	-	-	-	-	-
	Cleaning	-	-	-	-	-	-	-
	Total	-	-	-	-	-	-	-
1	Grand Total	26,772,153	11,384,349	12,811,472	16,559,104	21,456,904	23,151,177	26,311,335
2	Utilities and Outsourcing expenses capitalised	-	-	-	-	-	-	-
3	Net Utilities and Outsourcing expenses (1)-(2)	26,772,153	11,384,349	12,811,472	16,559,104	21,456,904	23,151,177	26,311,335



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

SR. NO.	Particulars	2019-2020	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
A	Concession fees	295,099,826	89,595,224	161,286,542	254,401,635	350,984,010	391,925,420	439,382,245
B	License Fees	18,052,904	15,521,265	16,030,324	17,633,356	19,396,692	21,830,236	24,528,368
1	Grand Total	313,152,730	105,116,489	177,316,866	272,034,992	370,380,702	413,755,656	463,910,613



Form F 12 b Historical Aircraft Movements

Year	Domestic (Landing)	International (Landing)	Total
2013-14	-	-	-
2014-15	-	-	-
2015-16	-	-	-
2016-17	-	-	-
2017-18	554	381	935
2018-19	10,527	3,194	13,721
2019-20	10,346	4,158	14,504



Form F 12 c Projected Aircraft Movements

Year	Domestic (Landing)			International (Landing)		
	Optimistic	Most Likely	Conservative	Optimistic	Most Likely	Conservative
2021-22	4,449	4,044	3,640	1,906	1,733	1,559
2022-23	2,564	2,331	2,098	3,096	2,815	2,533
2023-24	3,122	2,838	2,554	4,242	3,856	3,470
2024-25	3,791	3,446	3,102	4,540	4,127	3,714
2025-26	4,460	4,054	3,649	4,862	4,420	3,978
2026-27	5,106	4,642	4,178	5,057	4,597	4,137
2027-28	5,847	5,315	4,784	5,272	4,793	4,314



Form 13(a)

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

SR. NO.	Particulars	2019-2020		2020-21		2021-22		2022-23		2023-24		2024-25		2025-26	
		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	40184.1008	582,830,198	38,741	197,852,022	53,623	310,929,574	89,174	458,878,887	95,361	638,347,750	97,709	739,972,574	100,031	847,717,835
	Total Revenue		582,830,198		197,852,022		310,929,574		458,878,887		638,347,750		739,972,574		847,717,835



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	2019-2020	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
A		Revenue from services other than Regulated Services							
1		Revenue from.....	-	-	-	-	-	-	-
2		Revenue from.....	-	-	-	-	-	-	-
3		Revenue from.....	-	-	-	-	-	-	-
		Total 'A'	-	-					
B		Other Revenues							
1		Interest Income	1,382,900	1,382,900	1,382,900	1,382,900	-	-	-
2		Other Income	23,729	-	-	-	-	-	-
		Total 'B'	1,406,629	1,382,900	1,382,900	1,382,900	-	-	-
		Total Revenues (A+B)	1,406,629	1,382,900	1,382,900	1,382,900	-	-	-



Form 14 (b) - Price List - Scheduled Aircrafts

Particulars	FY 2020-21			FY 2021-22			FY 2022-23			FY 2023-24			FY 2024-25			FY 2025-26		
	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full
Domestic Passenger Flight																		
CODE B1	1,100	4,400	5,500	1,155	4,620	5,775	1,155	4,620	5,775	1,213	4,851	6,064	1,213	4,851	6,064	1,274	5,094	6,368
CODE B	3,200	13,100	16,300	3,360	13,755	17,115	3,360	13,755	17,115	3,528	14,443	17,971	3,528	14,443	17,971	3,704	15,165	18,869
CODE C1 (EMB135)	4,300	17,300	21,600	4,515	18,165	22,680	4,515	18,165	22,680	4,741	19,073	23,814	4,741	19,073	23,814	4,978	20,027	25,005
CODE C1 (EMB170)	as abv	as abv	as abv	as abv	as abv	as abv	as abv	as abv	as abv	as abv	as abv	as abv	as abv	as abv	as abv	as abv	as abv	as abv
CODE C	7,500	30,400	37,900	7,875	31,920	39,795	7,875	31,920	39,795	8,269	33,516	41,785	8,269	33,516	41,785	8,682	35,192	43,874
CODE D	12,200	48,800	61,000	12,810	51,240	64,050	12,810	51,240	64,050	13,451	53,802	67,253	13,451	53,802	67,253	14,124	56,492	70,616
CODE E	22,700	90,900	113,600	23,835	95,445	119,280	23,835	95,445	119,280	25,027	100,217	125,244	25,027	100,217	125,244	26,278	105,228	131,506
CODE F																		
International Passenger Flight																		
CODE B1	NA	NA	NA	NA	NA	NA	NA	NA	-	NA	NA	NA	NA	NA	-	NA	NA	NA
CODE B	20,400	81,900	102,300	21,420	85,995	107,415	21,420	85,995	107,415	22,491	90,295	112,786	22,491	90,295	112,786	23,616	94,810	118,426
CODE C1	20,400	81,900	102,300	21,420	85,995	107,415	21,420	85,995	107,415	22,491	90,295	112,786	22,491	90,295	112,786	23,616	94,810	118,426
CODE C	34,000	136,400	170,400	35,700	143,220	178,920	35,700	143,220	178,920	37,485	150,381	187,866	37,485	150,381	187,866	39,359	157,900	197,259
CODE D	55,800	223,600	279,400	58,590	234,780	293,370	58,590	234,780	293,370	61,520	246,519	308,039	61,520	246,519	308,039	64,596	258,845	323,441
CODE E	65,400	261,700	327,100	68,670	274,785	343,455	68,670	274,785	343,455	72,104	288,524	360,628	72,104	288,524	360,628	75,709	302,950	378,659
CODE F																		
Domestic Freight Flight																		
CODE C1	NA	48,700	NA	NA	51,135	NA	NA	51,135	NA	NA	53,692	NA	NA	53,692	NA	NA	56,377	NA
CODE C	NA	81,200	NA	NA	121,800	NA	NA	121,800	NA	NA	127,890	NA	NA	127,890	NA	NA	134,285	NA
CODE D	NA	97,300	NA	NA	189,735	NA	NA	189,735	NA	NA	199,222	NA	NA	199,222	NA	NA	209,183	NA
CODE E	NA	119,000	NA	NA	232,050	NA	NA	232,050	NA	NA	243,653	NA	NA	243,653	NA	NA	255,836	NA
CODE F																		
International Freight Flight																		
CODE C1	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
CODE C	NA	122,700	NA	NA	128,835	NA	NA	128,835	NA	NA	135,277	NA	NA	135,277	NA	NA	142,041	NA
CODE D	NA	218,100	NA	NA	229,005	NA	NA	229,005	NA	NA	240,455	NA	NA	240,455	NA	NA	252,478	NA
CODE E	NA	258,900	NA	NA	271,845	NA	NA	271,845	NA	NA	285,437	NA	NA	285,437	NA	NA	299,709	NA
CODE F																		



Annexure 1 - Calculation of ARR

Particulars		2019-2020	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
RAB for Calculating ARR	RAB	253,430,910	259,848,706	221,296,500	185,569,045	167,378,126	164,275,460	168,531,835
Fair Rate of Return applied to the RAB	FRoR	14.06%	14.06%	14.06%	14.06%	14.06%	14.06%	14.06%
Depreciation	D	38,682,276	39,940,722	40,161,973	40,941,536	41,749,768	38,555,575	40,689,553
Operation & Maintenance Expenditure	O	572,446,448	243,738,000	349,660,282	487,743,567	639,280,538	739,872,295	849,097,243
Tax	T	14,158,234	(24,237,600)	(22,565,951)	(17,766,019)	(10,818,989)	(9,766,070)	(10,682,728)
Revenues from services other than regulated services	NAR	1,406,629	1,382,900	1,382,900	1,382,900	-	-	-
ARR		659,510,626	294,590,808	396,985,868	535,625,662	693,743,301	791,757,574	902,798,254



FROR

Particulars		2019-2020	2020-21	Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5
				2021-22	2022-23	2023-24	2024-25	2025-26
Debt	D	913,588,043	-	-	-	-	-	-
Equity	E	1,265,582,251	-	-	-	-	-	-
Debt + Equity	C	2,179,170,294	-	-	-	-	-	-
Cost of Debt	Kd	8.60%	8.60%	8.60%	8.60%	8.60%	8.60%	8.60%
Cost of Equity	Ke	18.00%	18.00%	18.00%	18.00%	18.00%	18.00%	18.00%
Individual year gearing	G	41.92%	41.92%	41.92%	41.92%	41.92%	41.92%	41.92%
Weighted Average Gearing	WG							
Weighted Average Cost of Debt	Rd							
Weighted Average Cost of Equity	Re							
Fair rate of return		14.06%						



Forecast RAB

Particulars		2019-2020	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
Opening RAB	OR	227,294,194	279,567,625	240,129,786	202,463,213	168,674,877	166,081,374	162,469,546
Commissioned Assets	CA	45,521,340	502,883	2,495,400	7,153,200	39,156,265	34,943,746	52,814,131
Depreciation	DR	(38,682,276)	(39,940,722)	(40,161,973)	(40,941,536)	(41,749,768)	(38,555,575)	(40,689,553)
Disposals/Transfers	DI	45,434,367	-	-	-	-	-	-
Closing RAB	CR	279,567,625	240,129,786	202,463,213	168,674,877	166,081,374	162,469,546	174,594,124
Security Deposit with CIAL								
Opening Security Deposit								
Closing Security Deposit								
RAB	RA= (OR + CR)/2	253,430,910	259,848,706	221,296,500	185,569,045	167,378,126	164,275,460	168,531,835



Yield Per unit

Particulars		2019-2020	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
Aggregate Revenue requirement	ARR	659,510,626	294,590,808	396,985,868	535,625,662	693,743,301	791,757,574	902,798,254
Estimated Volume	VE	-	-	5,777	5,146	6,694	7,573	8,475
PV of ARR	PV (ARR)	659,510,626	294,590,808	348,052,549	411,719,010	467,528,530	467,811,954	467,670,063
Total PV (ARR)		2,162,782,106						
Total VE		33,665						
Y=Total PV (ARR)/Total VE		64,245						





Ref: CASI/SHC20/COK/001

Date: 03rd October 2020

To

MR. VINEETH SHAH

STATION HEAD

AIRASIA BERHAD & THAI AIRASIA

Subject: Invitation for Stakeholder Consultation Meeting

Dear Mr. Vineeth,

In reference to the guidelines of Airport Economic Regulatory Authority ('AERA'), Celebi Airport Services India Private Limited ('CELEBI') will be convening a Stakeholder Consultation Meeting related to **Ground Handling Services** at **Cochin International Airport Limited, Kochi**. The Meeting will be held online on a virtual platform due to the prevailing pandemic situation as per following schedule:

Date: 27th October 2020

Time: 1430hrs to 1630hrs

Venue: Online through Microsoft Teams (Link for online meeting will be shared separately via Meeting invite)

RSVP: By Response to Meeting Invite

In the aforesaid meeting we intend to discuss the recent developments, various measures being taken by CELEBI, new price proposal to be filed with regulatory authority AERA and to answer questions or receive valuable feedback from all the stakeholders.

Therefore, being a Stakeholder, we invite you to attend the subject meeting. We would appreciate a response confirming your attendance for the above invite.

To ensure that there are no hurdles during the online meeting, we will conduct a test of online platform few days before the meeting to address any issue you may have and a separate calendar invite will be sent, you are requested to login for 5 min to check effectiveness of this.

For any further assistance you may contact our coordinator Ms. Sapna Bhandari at sapna.bhandari@celebinas.in or Mobile: +91 9870002357.

Thanking you.

For Celebi Airport Services India Private Limited



Cem Sensoz

Chief Executive Officer - Ground Handling India

CELEBI AIRPORT SERVICES INDIA PRIVATE LIMITED
(Formerly known as Celebi Ground Handling Delhi Private Limited)

Regd. Office: Room No. CE-01, Import Building 2, International Cargo Terminal, IGI Airport, New Delhi – 110037, Tel.: +91 11 2560 1300/1310, Fax: +91 11 2560 1320
CIN: U63090DL2009PTC196128



MINUTES OF THE MEETING OF STAKEHOLDER CONSULTATION FOR GROUND HANDLING SERVICES AT COCHIN INTERNATIONAL AIRPORT, KOCHI, KERALA HELD BY CELEBI AIRPORT SERVICES INDIA PRIVATE LIMITED THROUGH VIDEO CONFERENCING ON TUESDAY, 27TH OCTOBER, 2020 AT 2:30 P.M.

Attendees List:-

Customer's Representative

S. N.	Name & Designation	Organization
1	Mr. Dinesh Kumar – GM OPS	CIAL
2	Mr. Rishighosh Kalatil - Security Coordinator	Jazeera Airways
3	Mr. Kaushik Deb - Airport Manager - India	Jazeera Airways
4	Mr. Nadar, Selvaraj T - Senior Customer Service Rep	Saudiya
5	Mr. Khirrol Mohamad - Regional Head	Malaysian Airlines
6	Mr. Dinesh Gopal - Station Head	Malaysian Airlines
7	Mr. Shajeer Sulthan - Asst. Station Head - Security	Malaysian Airlines
8	Mr. Roby John - Airport Manager	Indigo Airlines
9	Mr. Vineeth Shah - Station Head	AirAsia Berhad & Thai AirAsia

Celebi Airport Services Officials

S. N.	Name	Designation
1	Mr. Cem Sensoz	Chief Executive Officer
2	Mr. Tauseef Khan	Chief Operating Officer
3	Mr. Laxman K Prasad	Chief Financial Officer
4	Mr. Andy Dias	Head of Commercial
5	Mr. Levent Kaylak	Head of Operations
6	Mr. Shailender Chaudhary	Legal Head
7	Mr. Sharad Tijoriya	Head Quality & Safety
8	Mr. Adil Bhat	Head GSD & BME
9	Mr. Namith Karkera	Head of IT
10	Mr. Punit Lodha	Head – FPA
11	Mr. Pradeep Pozath	Station Manager COK
12	Mr. Anil Raheja	Training Manager
13	Ms. Sapna Bhandari	Commercial Sr. Manager
14	Ms. Pooja Shinde	Member, Legal Department
15	Ms. Nisha Kandari	Executive

Considering the availability of the Stakeholders, meeting commenced at 2.30 p.m.

CELEBI AIRPORT SERVICES INDIA PRIVATE LIMITED
(Formerly known as Celebi Ground Handling Delhi Private Limited)





Mr. Tauseef Khan, Chief Operating Officer of Celebi Airport Services India Private Limited welcomed all the stakeholders, present for the meeting. He wished all the participants to remain healthy and safe during covid-19 pandemic. In the opening speech, he introduced the stakeholder representatives who participated in the meeting and thanked them for joining the Meeting.

Mr. Cem Sensoz, Chief Executive Officer of CELEBI thanked all the Stakeholders for sparing their valuable time to attend the meeting. He further addressed keynote on the current pandemic situation and its impact on the industry and wished all the Stakeholders to stay positive, healthy and safe to overcome this situation.

Further, other Members from the CELEBI Management on panel, were introduced one by one.

Thereafter, Mr. Tauseef briefed the participants on flow of event.

Mr. Andy Dias, conveyed warm welcome to all the participants. As the Meeting was conveyed on virtual platform through Microsoft Teams video conferencing, Mr. Andy appraised the participants on Meeting Guidelines with respect to the recording, network speed and sound quality, feedback and Q/A session, Minutes etc.

Mr. Andy started his presentation giving brief overview of CELEBI as a Company (Celebi Airport Services India Private Limited along with its affiliates is collectively referred to as "CELEBI"). He stated that CELEBI is established in Turkey in 1958. CELEBI is the global provider of Airport Services having presence in four Countries including Turkey, Frankfurt, Budapest and India. Further, CELEBI at glance was briefed on below;

- 4 warehouses worldwide
- Handling close to 1 Million Tons Cargo per annum
- Employ more than 13,000 people
- Active at more than 40 Airports: Turkey 31 (including Airports where we do not operate currently due to Pandemic (04 Airports non ops now), India 07 (Including non-ops station Kannur) Hungary 01, Germany 01 (FRA Cargo Warehouse ops)
- Certified Un-impaired Airport
- Provides Airport Ground Services for more than 70 Million Passengers Annually
- possessed certifications under ISAGO, AHM 804, ISO 9001, ISO 14001, PAS99, RA3
- More than 300 Customers globally
- Serving more than 240k flights Annually
- providing ground handling, cargo warehouse and general aviation services



He further stated that, the current situation is different which we would like to consider it as temporary and it will be improved eventually and we can get back to these figures and with the Stakeholders support CELEBI can show even better results.

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Mr. Andy also appraised the participants on;

- CELEBI Mission and Vision Values
- CELEBI Values
- Milestones achieved by CELEBI step by step : CELEBI originated in Turkey, founded with one ladder and 5 workers and continues growth of CELEBI in achieving other stations worldwide
- services provided by CELEBI
- Customers over 300 Airline partners
- Quality and Safety role and certifications that enable CELEBI to provide services
- CELEBI entities across the globe and their services
- International Membership with Airport Services Association (ASA), Aviance Alliance, IATA, TIACA, UTIKAD

Mr. Tauseef Khan, COO started his presentation with the insights on role of support functions and expressed gratitude to have in place latest state of Art IT systems and technologies. The Stakeholders were further appraised on these support systems like IT systems & technology, Human Resource, Training, quality management and GSE management that plays key role in CELEBI operations, as briefed below;

IT Systems and Technology:

- Integrated Airport Resources Management: Inform Groundstar is the German based system through which CELEBI optimize planning and control process in ground handling requirements, project and forecast resource requirement for a particular station well in advance, real-time allocation of resources, this has successfully implemented in Mumbai thereafter in Delhi and then moved to Cochin. The requirement for using this system helps us in case of multiple flights.
- Global ERP System used in all the functions across the network
- Sales Force: tool used in managing customers locally and globally, taking customer feedback, their contact details, follow up and meeting reports, KPI monitoring
- DCS Systems: proven systems of check-in, boarding and load planning used in CELEBI globally
- Flight Info & Ops Management System (Ikarus): in-house system to specialize ground service requirements of customers.

Human Resource:

- HR policies
- Over 90% internal promotion rate
- Exemplary career paths: From officer to C level management
- Global assignments for personal development in critical roles



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Celebi Aviation Academy:

Mr. Tauseef Khan further briefed about Celebi Aviation Academy as a brain child of CELEBI that happened about 2-3 years back through one of the Board Member of CELEBI, Turkey. Celebi Aviation Academy is a central educational hub which promote training standardization for the purpose of soft skill development, leadership and operational-technical training that provide safe, secure and sustainable development of global ground handling & cargo service. Celebi Aviation Academy has moved leaps and bounds in last 2-3 years and Celebi Aviation is the first company in the world to undergo the center of excellence certification for our in-house training programmes with Celebi Aviation Academy. IATA CETV program was officially launched at the global training partner conference between 10th – 13th April, 2019 wherein CELEBI was accredited with the CETV program. CELEBI is the first ground handling company to achieve highest recognition from IATA with its recognition for achieving IATA training validation program. IATA has gone through CELEBI training modules and found them in line with their AHMS and guidelines and awarded Celebi Aviation Academy as the first company to receive training validation program.

Training Initiatives and Updates:

Next Mr. Tauseef moved to explain the training initiatives taken within an organization. He mentioned that operation is aided with the blended approach of online/offline platform through E-school created by Training Team to groom, train and qualify staff for various job functions. It is a green initiative by the team. Through this platform, following benefits are achieved;

- Read & Sign documents, circulars received from various Airlines, Airport Operators are now been uploaded on E-School and assigned to specific staff.
- to track training completion, assign refresher trainings and monitor records for compliance
- Skill cards for GSE operators have been redesigned and issued
- to conduct briefing sessions to keep staff engaged, upgrade existing job knowledge and keep them motivated during COVID 19 Lockdown period
- Mentorship program to guide new joiners.

Customer Satisfaction:

Mr. Tauseef further informed about customer satisfaction survey which is gone online now and being conducted twice year to get the feedback from the customers. CELEBI takes this feedback with importance, endeavor to work on shortfalls and appreciate our staff when we receive recognition/ratings from our Customers this also promote competition within CELEBI stations locally as well as at global level. He further updated that how CELEBI measures quality of its services via Customer Scorecards. Scorecards have been designed to measure the quality of service provided

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across all subsidiaries in a uniform method. The goal of this procedure is to identify potential problem areas as well as strong points and to collect customer feedback pertaining to their commercial and operations expectations.

GSE Management:

Mr. Tauseef Khan further added that CELEBI has implemented the SAP system in order to control, follow, plan, perform and organize GSE's needs and maintenance & repair activities. SAP system support the operations immensely with GSE Management with almost no chance of error. There are other initiative taken through GSE Management Program i.e. conducting GSE tracking system together with GMR and have finalized vendor which induct the product by end of 2022, currently it is pending for seeking Govt. authorities approval. With the help of this tracker we can track the status on the dashboard of every single GSE (wide body/ narrow body). CELEBI has also introduced electrical equipment (passenger stairs, conveyor belts) to make Airport more environment friendly. CELEBI has also introduced Lithium batteries (i.e. Environment friendly, zero maintenance, full charge in approximately 2 Hrs., can be charged in between and need not wait to reach 25% capacity compared to lead acid traction batteries), leading to less down time & increase in productivity.

Operation with Covid-19:

Mr. Tauseef Khan mentioned that, although flights were not fully operative during Covid-19 period but CELEBI operations were continued in terms of business continuity plans which was introduced in pan India and even implemented globally covering guidelines for the staff about running business. Below measures taken by CELEBI during the pandemic were briefed to the Stakeholders;

- Developed & implemented Business Continuity Plan (BCP) for COVID-19.
- 100% compliance to guidelines issued by regulatory authorities and Celebi HQ.
- 100% compliance to COVID-19 PPE.
- 100% temperature checks at office entrance and before issues Airport Entry Pass for operations staff.
- Cleaning & Disinfection through OEM validated chemicals
- Social distancing marking on coaches.
- Cleaning & disinfection of equipment and offices every 12 hours.
- Dynamic tracking and recording of COVID-19 cases enabling self-isolation of suspected cases.
- Wage payment to staff detected positive or under self-isolation making staff to reporting symptoms voluntarily.
- Regular check of compliance by operations and Quality & Safety department.
- Top management is closely monitoring compliances.



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Cochin Station Specific Initiatives:

Stakeholders were also appraised on the below initiatives taken by CELEBI specifically for Cochin location;

- Digital Web SCF
- Online Read & Sign
- Safety Review Board Meeting every fortnight to discuss safety issues
- Chaining of Cones around the Aircraft
- All Refresher Trainings conducted Online through Celebi E – School
- Implementation of system of monthly/yearly Station Safety Rating to promote safety practices
- Emphasis on reporting of Non-Compliances & Operational Hazards
- GOM Project | AODB Integration | ULD Management Software (In process)
- Reward & Recognition Process | Digital Notice Boards
- FOD Campaign (First such initiative in CIAL Airport)
- Woman Empowerment - Woman employee operators promoted as buggy operators

Tariff Proposal to AERA for the Third Control Period (FY2021-22 to FY2025-26)

In the last Mr. Andy gave detailed background about the proposed Annual Tariff Plan Proposal for the Third Control Period (FY2021-22 to FY2025-26) and highlighted that;

- As per Airport Economic Regulation Act (AERA) regulation tariffs of Ground Handling Services must be determined by the Authority.
- Price so determined by the Authority is the maximum tariff to be charged, however we will continue to have price finalisation with one to one customer based on individual discussion and scope.
- Our current AERA approved/ determined tariffs are valid till March 2021 and it is remained unchanged since operation started i.e. January 2018.
- Our current structure of price is same irrespective of volume of operation/ flights.
- Considering the above facts we would like to propose the following to AERA Authority in respect of tariffs for the third control period (FY2021-22 to FY2025-26)
- Price link to volume of operation in 3 slabs i.e. High, Medium and Low
- Suitable price increase/ alignment, in line with increase in cost of operation.

After the detailed presentation, stakeholders were invited for their queries and question and answer session. Since there was no concern raised during Q/A session, it was proposed to close the meeting

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Mr. Cem Sensoz addressed the closing remarks by thanking the Stakeholders for hearing the presentation and understanding CELEBI approach and he thanked all the participants for their patience and valuable time.

Further Mr. Tauseef extended his thanks to all for their participation in Stakeholder Consultation Meeting and announce the closure of the Meeting.

The meeting ended at 3.15 p.m. with a vote of thanks to all stakeholders.

For Celebi Airport Services India Pvt. Ltd.

Cem Sensoz
Chief Executive Officer



Forwarded to:

All stakeholder invited – As per list attached in Annexure 1

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Annexure - 1

S. N.	COMPANY/ORGANIZATION	NAME	DESIGNATION
1	Indigo Airlines	Roby John	Airport Manager
2	AirAsia Berhad & Thai AirAsia	Vineeth Shah	Station Head
3	Malindoair	Balagopal S.	Station Manager
4	Jazeera Airways	Rishighosh Kalatil	Security Coordinator
5	Malaysian Airlines	Dinesh Gopal	Station Head
6	CIAL	ACK Nair	Airport Director
7	CIAL	Dinesh Kumar	GM - OPS
8	CIAL	Sunil Chacko	CFO
9	CIAL	A.M. Shabeer	Executive Director
10	CIAL	Joseph Peter	DGM Commercial
11	CIAL	Abraham Joseph	Asst. GM
12	Malaysian Airlines	Khirrol Mohamad	Regional Head



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CIN: U63090DL2009PTC196128

Celebi Airport Services India Private Limited
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Form F16: Performance Report for the Tariff Year (ref: Section A1.9 of Appendix I)

Period: Financial Year 2017-18

COCHIN

	Actuals for the Tariff Year under consideration	Forecast as per the Multi Year Tariff Order Cochin
Total revenue from Regulated Services (1)	42,271,046	41,656,725
Total revenue services other than from Regulated Services (2)	0	0
Operating Expenditure (3)	52,718,591	49,910,102
Depreciation (4)	3,483,002	5,923,347
Total Expenditure (3) + (4) = (5)	56,201,593	55,833,450
Regulatory Operating Profit (1) - (5) = (6)	-13,930,546	-14,176,724
Capital expenditure (7)	149,514,370	260,165,763
Opening RAB (8)	0	0
Disposals/Transfers (9)	0	0
Closing RAB (8) + (7) - (9) - (4) = (10)	146,031,368	254,242,416
Average RAB (8) + (10)/2 = (11)	73,015,684	127,121,208
Return on Average RAB (6) / (11)	-19%	-11%
Total Volume (ATM) (12)	934	752
Actual Yield per unit (12/1)	45,258	55,395

Fields in italics are not required to be submitted as the company is under Material and Competitive Category.

For S. Khasgiwala & Co.
Chartered Accountants

Sumit Khasgiwala
Proprietor
M. No. 135423

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

Form F16: Performance Report for the Tariff Year (ref: Section A1.9 of Appendix I)

Period: Financial Year 2018-19

COCHIN

	Actuals for the Tariff Year under consideration	Forecast as per the Multi Year Tariff Order Cochin
Total revenue from Regulated Services (1)	448,645,829	470,307,517
Total revenue services other than from Regulated Services (2)	0	0
Operating Expenditure (3)	457,898,614	429,487,741
Depreciation (4)	20,504,385	20,509,312
Total Expenditure (3) + (4) = (5)	478,402,999	449,997,053
Regulatory Operating Profit (1) - (2) - (5) = (6)	-29,757,170	20,310,465
Capital expenditure (7)	119,371,650	26,060,244
Opening RAB (8)	146,031,368	254,242,416
Disposals/Transfers (9)		
Closing RAB (8) + (7) - (9) - (4) = (10)	244,898,633	259,793,348
Average RAB (8) + (10)/2 = (11)	195,465,000	257,017,882
Return on Average RAB (6) / (11)	-15%	8%
Total Volume (ATM) (12)	10,380	13,524
Actual Yield per unit (12/1)	43,222	34,776

Fields in italics are not required to be submitted as the company is under Material and Competitive Category.

For S. Khasgiwala & Co.
Chartered Accountants

Sumit Khasgiwala
Proprietor
M. No. 135423

Celebi Airport Services India Private Limited
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Form F16: Performance Report for the Tariff Year (ref: Section A1.9 of Appendix I)

Period: Financial Year 2019-20

COCHIN

	Actuals for the Tariff Year under consideration	Forecast as per the Multi Year Tariff Order Cochin
Total revenue from Regulated Services (1)	582,830,198	588,183,088
Total revenue services other than from Regulated Services (2)	0	0
Operating Expenditure (3)	572,446,448	530,131,531
Depreciation (4)	38,682,275	21,130,101
Total Expenditure (3) + (4) = (5)	611,128,723	551,261,632
Regulatory Operating Profit (1) - (2) - (5) = (6)	-28,298,525	36,921,456
Capital expenditure (7)	45,521,340	0
Opening RAB (8)	227,294,194	259,793,348
Disposals (9)	0	0
Inter Airport Transfers (10)	45,434,367	0
Closing RAB (8) + (7) - (9) - (4) + (10) = (11)	279,567,626	238,663,247
Average RAB (8) + (11)/2 = (12)	253,430,910	249,228,297
Return on Average RAB (6) / (12)	-11%	15%
Total Volume (ATM) (13)	14,503	14,061
Actual Yield per unit (1/13)	40,187	41,831

Fields in italics are not required to be submitted as the company is under Material and Competitive Category.

UDIN NO: 20031315AAABCS9843

Date: 30.07.2020

Place: Mumbai



For P. M. KATHARIYA & CO.
Chartered Accountants

[Signature]

C.A.-P. M. KATHARIYA
(Proprietor)
M. No. 31315

P. M. Kathariya & Co.
Chartered Accountants
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