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# IndianOil Skytanking

ISO 9001:2008, ISO 14001:2004 Certified

Ref : AV/AERA/Mumbai - ITP /MYTP 2016-17 to 2020-21  
Date : 24<sup>th</sup> March 2016

The Secretary / OSD-II,  
Airports Economic Regulatory Authority of India  
AERA Building, Administrative Complex  
Safdarjung Airport, NEW DELHI – 110 003.

Kind Attn.: Ms. R. Radhika, OSD-II

Dear Sir,

**Subject: Submission of Multi Year Tariff Proposal for Second Control Period 2016-17 to 2020-21 for determination of Tariff for "Into Plane Service Fee" for Into Plane Services provided by M/s IndianOil Skytanking Pvt. Ltd. (IOSPL) at Chhatrapati Shivaji International Airport, Mumbai**

1. IOSPL had submitted Multi Year Tariff Proposal (MYTP) for the Second Control period of 5 years commencing from 01.04.2016 for Into Plane Services provided at Chhatrapati Shivaji International Airport, Mumbai by filing the same online and also informed about the same vide our letter of even reference dated 08.03.2016.
2. After filing the submissions online, we waited for taking the Print outs of the Various Formats (pdf outputs) submitted online and file the same with you. But due to some difficulties experienced by us in accessing the website and the debugging process for pdf output was taking time as per IT Dept. of AERA.
3. We have taken the downloads of the PDF Form of the MYTP Filings after the same were made available in batches and have enclosed the same alongwith this letter.
4. Still, we are not able to download and take print out of the Tariff Card for which we have already written mails to the IT Dept. of AERA and have spoken to them over phone regarding the same. As and when we are able to download the same and take Print out we would file them separately.

Kindly acknowledge receipt.


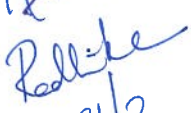
Thanking you

Yours truly,  
For IndianOil Skytanking Pvt. Ltd.,

  
(D. GANESH)

Chief Financial Officer & Company Secretary

Encl: As mentioned above.

AGM (REG)   
Radhika   
31/3  
31/3/16

**Schedule**

This schedule contains the various specified forms that relate to specific clause(s) of the guidelines or section(s) of the appendix as the case may be Form A: (ref Section AI 1 of Appendix 1)

**BEFORE THE AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA**

**AT NEW DELHI**

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

M/s

1. Doraiswamy Ganesh aged 53 resident of Fuel Farm Facility, Bengaluru International Airport, Devanahalli acting in my official capacity as ISP in M/s Indian Oil Skytanking Pvt. Limited having its registered office at Fuel Farm Facility, Bengaluru International Airport, Devanahalli do hereby state and affirm as under that:

1. That I am authorized to act for and on behalf of M/s Indian Oil Skytanking Pvt. Limited in the matter of making 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 the submission in any official capacity and the facts stated herein are based on official records
4. The contents of this submission which include inter alia (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 there from

Sd/

Place

Date: 12-03-2016



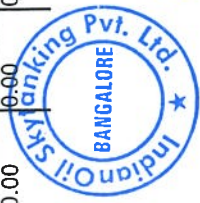
**Form F12(a): Historical and Projected Passenger Traffic (Only for AO)**

Financial Year	2005-20	2006-20	2007-20	2008-20	2009-20	2010-20	2011-20	2012-20	2013-20	2014-20	2015-20	2016-20	2017-20	2018-20	2019-20	2020-20	2021-20	2022-20	
	06	07	08	09	10	11	12	13	14	15	16	17	18	19	20	21	22	23	
Domestic Scheduled Embarking	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Domestic Scheduled Disembarking	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Domestic Nonscheduled Embarking	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Domestic Nonscheduled Disembarking	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00



**Form F12 (a) - Historical and Projected Cargo Volumes in tonnes (Only for ISP)**

Financial Year	2005-2006	2006-2007	2007-2008	2008-2009	2009-2010	2010-2011	2011-2012	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021	2021-2022	2022-2023
Domestic Loaded General	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Domestic Loaded Perishable	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Domestic Loaded Valuable	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Domestic Loaded Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Domestic Unloaded General	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Domestic Unloaded Perishable	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Domestic Unloaded Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
International Loaded General	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
International Loaded Perishable	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
International Unloaded General	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
International Unloaded Perishable	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
International Unloaded Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00



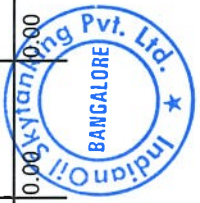






**Form F12(b): Forecasted Passenger Traffic (Only for AO)**

Financial Year	2010-2011	2011-2012	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021	2021-2022	2022-2023
Domestic Embarking Optimistic	0	0	0	0	0	0	0	0	0	0	0	0	0
Domestic Embarking Mostlikely	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Domestic Embarking Conservative	0	0	0	0	0	0	0	0	0	0	0	0	0
Domestic Disembarking Optimistic	0	0	0	0	0	0	0	0	0	0	0	0	0
Domestic Disembarking Mostlikely	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Domestic Disembarking Conservative	0	0	0	0	0	0	0	0	0	0	0	0	0
Domestic Total Optimistic	0	0	0	0	0	0	0	0	0	0	0	0	0
Domestic Total Mostlikely	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Domestic Total Conservative	0	0	0	0	0	0	0	0	0	0	0	0	0
International Embarking Optimistic	0	0	0	0	0	0	0	0	0	0	0	0	0
International Embarking Mostlikely	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
International Embarking Conservative	0	0	0	0	0	0	0	0	0	0	0	0	0



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## Form F12 (b) -Historical Aircraft Movement (Only for ISP)

Financial Year	2011-2012	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021	2021-2022
Domestic Landing	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
International Landing	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Forecast Error Correction Band Optimistic	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Forecast Error Correction Band	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Forecast Error Correction Band Conservative	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00



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**Form F12(c): Historical and Projected ATM Traffic (Only for AO)**

Financial Year	2005-20 06	2006-20 07	2007-20 08	2008-20 09	2009-20 10	2010-20 11	2011-20 12	2012-20 13	2013-20 14	2014-20 15	2015-20 16	2016-20 17	2017-20 18	2018-20 19	2019-20 20	2020-20 21	2021-20 22	2022-20 23
Domestic Scheduled	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Domestic Nonscheduled	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
International Scheduled	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
International Nonscheduled	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Scheduled	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Nonscheduled	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00



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**Form F12 (c) -Projected Aircraft Movement (Only for ISP)**

Financial Year	2005-06	2006-07	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21	2021-22	2022-23	
Domestic Landing Optimistic	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Domestic Landing Most likely	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Domestic Landing Conservative	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Domestic Landing Total	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
International Landing Optimistic	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
International Landing Conservative	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
International Landing Total	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Forecast Error Correction Band Optimistic	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Forecast Error Correction Band Conservative	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Forecast Error Correction Band Total	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00



Error Correction Band	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Forecast Error Correction Band Conservative	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00



*[Handwritten Signature]*



**Form F12(d): Historical and Projected Cargo Volumes in tonnes (Only for AO)**

Financial Year	2005-06	2006-07	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21	2021-22	2022-23	
Domestic Loaded General	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Domestic Loaded Perishable	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Domestic Loaded Valuable	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Domestic Loaded Other	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Domestic Loaded Total	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Domestic Unloaded General	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Domestic Unloaded Perishable	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Domestic Unloaded Valuable	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Domestic Unloaded Other	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Domestic Unloaded Total	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00






**Form F12 (d) - Historical and Projected fuel throughput in kilolitres (Only for ISP)**

Financial Year	2005-20	2006-20	2007-20	2008-20	2009-20	2010-20	2011-20	2012-20	2013-20	2014-20	2015-20	2016-20	2017-20	2018-20	2019-20	2020-20	2021-20	2022-20			
Reliance	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
IOCL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
BPCL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
HPCL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Domestic Flights	0.00	0.00	0.00	403792.200	383863.200	398477.800	413603.400	420589.500	425005.000	373656.036	392551.837	284535.427	287380.782	290254.590	293157.135	296088.707	299049.594	302040.090			
International Flights	0.00	0.00	0.00	1038322.800	987076.800	1024657.200	1063551.600	981375.500	1052527.000	584049.844	613584.752	731662.528	738979.153	746368.945	753832.634	761370.960	768984.670	776674.517			
Forecast Error Correction Band Optimistic	0.00	0.00	0.00	1470957.300	1398358.800	1451597.700	1506698.100	1430004.300	1507082.640	976860.000	1026259.320	1036521.920	1046887.140	1057356.000	1067929.570	1078608.860	1089394.950	1100288.900			
Forecast Error Correction Band Conservative	0.00	0.00	0.00	1442115.000	1370940.000	1423135.000	1477155.000	1401965.000	1477532.000	957705.808	1006136.590	1016197.960	1026359.940	1036623.530	1046989.770	1057459.670	1068034.260	1078714.610			
Forecast Error Correction Band Conservative	0.00	0.00	0.00	1413272.700	1343521.200	1394672.300	1447611.900	1373925.700	1447981.360	938551.760	986013.860	995874.000	1005832.740	1015891.060	1026049.970	1036310.480	1046673.570	1057140.320			



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**Form F12(e): Historical and Projected ATM Traffic by Aircraft Type and Aircraft Weight**

Financial Year	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
Type 1	0	0	0	0	0	0	0
Type 1	0	0	0	0	0	0	0
Type 3	0	0	0	0	0	0	0
Type 4	0	0	0	0	0	0	0
Other Type 1	0	0	0	0	0	0	0
Other Type 2	0	0	0	0	0	0	0
Other Type 3	0	0	0	0	0	0	0
Other Type 4	0	0	0	0	0	0	0
Other Type 5	0	0	0	0	0	0	0
Total Aircraft Type Traffic	0	0	0	0	0	0	0
Weight Category 1	0	0	0	0	0	0	0
Weight Category 2	0	0	0	0	0	0	0
Weight Category 3	0	0	0	0	0	0	0
Other Weight 1	0	0	0	0	0	0	0
Other Weight 2	0	0	0	0	0	0	0
Other Weight 3	0	0	0	0	0	0	0
Other Weight 4	0	0	0	0	0	0	0
Other Weight 5	0	0	0	0	0	0	0
Total Aircraft Weight Traffic	0	0	0	0	0	0	0



*[Handwritten Signature]*

**Form F12(f): Historical and Projected Average Passenger per ATM**

Financial Year	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
Aircraft Type 1	NA	NA	NA	NA	NA	NA	NA
Aircraft Type 2	NA	NA	NA	NA	NA	NA	NA
Aircraft Type 3	NA	NA	NA	NA	NA	NA	NA
Aircraft Type 4	NA	NA	NA	NA	NA	NA	NA



*[Handwritten Signature]*

**Form F12(g): Historical and Projected fuel throughput in kilolitres**

Financial Year	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
Fuel From Company 1	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Fuel From Company 2	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Fuel From Company 3	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Fuel From Company 4	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Domestic Flight	0.00	0.00	0.00	0.00	0.00	0.00	0.00
International Flight	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total	0.00	0.00	0.00	0.00	0.00	0.00	0.00



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**Schedule**

This schedule contains the various specified forms that relate to specific clause(s) of the guidelines or section(s) of the appendix as the case may be Form A: (ref Section AI 1 of Appendix 1)

**BEFORE THE AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA  
AT NEW DELHI**

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

M/s

1. Doraiswamy Ganesh aged 53 resident of Fuel Farm Facility, Bengaluru International Airport, Devanahalli acting in my official capacity as ISP in M/s Indian Oil Skytanking Pvt. Limited having its registered office at Fuel Farm Facility, Bengaluru International Airport, Devanahalli do hereby state and affirm as under that:

1. That I am authorized to act for and on behalf of M/s Indian Oil Skytanking Pvt. Limited in the matter of making 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 the submission in any official capacity and the facts stated herein are based on official records
4. The contents of this submission which include inter alia (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 there from

Sd/

Place

Date: 12-03-2016



**Form F11(a): Details of Employees Staff Strength**

Financial Year	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
APD	0	0	0	0	0	0	0
ATC/ Operations	0	0	0	0	0	0	0
CNS	0	0	0	0	0	0	0
Human Resource	0	0	0	0	0	0	0
Official Language	0	0	0	0	0	0	0
Finance	0	0	0	0	0	0	0
Terminal Management	0	0	0	0	0	0	0
Housekeeping							
Engineering	0	0	0	0	0	0	0
Commercial	0	0	0	0	0	0	0
Land Management	0	0	0	0	0	0	0
Security	0	0	0	0	0	0	0

Mt Workshop	0	0	0	0	0	0	0	0	0	0
Fire	0	0	0	0	0	0	0	0	0	0
Medical	0	0	0	0	0	0	0	0	0	0
Cargo	0	0	0	0	0	0	0	0	0	0
Other 1	138	138	138	138	138	138	138	138	138	138
Other 2	2	2	2	2	2	2	2	2	2	2
Other 3	8	8	8	8	8	8	8	8	8	8
Other 4	0	0	0	0	0	0	0	0	0	0
Total Full Time Employees	148	148	148	148	148	148	148	148	148	148
Other 5	0	0	0	0	0	0	0	0	0	0
Other 6	0	0	0	0	0	0	0	0	0	0
Department Wise Part Time Contractual Employee	0	0	0	0	0	0	0	0	0	0
Total Particulars	148	148	148	148	148	148	148	148	148	148

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*[Handwritten Signature]*

**Form F11(b): Payroll Related Expenditure and Provisions (Only for AO)**

Financial Year	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
Salary And Wages	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Overtime	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Staff Welfare Fund	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Medical Expenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Provident Fund Contribution	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 1	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 2	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 3	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Appointment Of Provisions Made At Chq	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Staff Cost	0.00	0.00	0.00	0.00	0.00	0.00	0.00



*[Handwritten Signature]*

**Form F11(c): Admin & General Expenses**

Financial Year	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
Director Sitting Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Rent Rate Taxes	7955002.00	4956938.00	33590971.92	36110294.81	38818566.92	41729959.44	44859706.40
Municipal Taxes	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Insurance	165224.00	577373.34	1653750.00	1796437.50	1823259.38	1914422.35	2010143.46
Advtg Publicity	0.00	0.00	551250.00	578812.50	607753.13	638140.78	670047.82
Office Expenses	812113.00	90000.01	360000.00	379188.00	399398.72	420686.67	443109.27
Telephone Charges	87499.00	0.00	0.00	0.00	0.00	0.00	0.00
Printing And Stationery	217047.00	982760.00	1035141.11	1090314.14	1148427.87	1209639.08	1274112.84
Watch And Ward Expenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Travelling Expenses	1739999.00	2873113.33	3026250.27	3187549.41	3357445.80	3536397.66	3724887.65
Other Administrative Charges 1	5216495.00	4614577.33	8268750.00	8682187.50	9116296.88	9572111.72	10050717.30
Other Administrative Charges 2	0.00	4550000.00	3325000.00	6125000.00	8400000.00	7525000.00	6650000.00
Legal Expenses	0.00	130693.33	137659.29	144996.53	152724.83	160865.08	169439.19
Audit Fees	0.00	16750.67	17643.48	18583.87	19574.40	20617.71	21716.63
Other Legal Expense 1	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other Legal Expense 2	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Fees Paid To Outsiders (Consultancy / Advisory)	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Conservancy Charges	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Hire Charges Car Jeep	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other Consultancy Expense	3875.00	2059373.33	2169137.93	2284752.98	2406530.32	2534798.38	2669903.14
Other 1	289110.00	1913423.57	9100564.00	7070773.50	9790806.17	779527.78	10551798.19
Other 2	153983.44	0.00	0.00	0.00	0.00	0.00	0.00
Grand Total	16640347.44	22765002.91	63236118.00	67408890.74	76040784.42	77058166.65	83095581.89



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Apportionment Of Admn. Expenses (Overhead Expenses Other Than Employees Related)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Net A&G Expenses	16640347.44	22765002.91	63236118.00	67408890.74	76040784.42	77058166.65	83095581.89			



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## Form F11(d): Repair &amp; Maintenance Expenditure

Financial Year	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
Civil	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Electrical	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Equipment And Furniture	2457300.00	19498298.83	12730250.00	13376762.50	14645600.64	14337880.65	15654774.69
Electronics	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 1	197390.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 2	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 3	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 4	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Of R M	2654690.00	19498298.83	12730250.00	13376762.50	14645600.64	14337880.65	15654774.69



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**Form F11(e): Utilities & Outsourcing Expenses**

Financial Year	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
Electricity Unit Consumed	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Unit Cost	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Power Charges	4256525.00	12972568.00	13362300.00	14030415.00	14731935.75	15468532.54	16241959.16
Water Charges	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Airfield Service And Facilities	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Terminals	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Maintenance	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Cleaning	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 1	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 2	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Grand Total (A)</b>	<b>4256525.00</b>	<b>12972568.00</b>	<b>13362300.00</b>	<b>14030415.00</b>	<b>14731935.75</b>	<b>15468532.54</b>	<b>16241959.16</b>
Consumption Of Stores & Spares/utilities And Outsourcing Expenses Capitalised (B)	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Utilities And Outsourcing Expenses (A-B)</b>	<b>4256525.00</b>	<b>12972568.00</b>	<b>13362300.00</b>	<b>14030415.00</b>	<b>14731935.75</b>	<b>15468532.54</b>	<b>16241959.16</b>



*Agarwal*

## Form F11(f): Other Outflows

Financial Year	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
Landing Discount	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Collection Charges On PSF(F)	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Consumption Of Pol	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Consumption Of Other Consumables	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Provision For Taxation	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Licence Fee	2848341.00	11952902.68	12676053.29	13442954.52	14256253.27	15118756.59	16033441.36
Royalty	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Revenue Share	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 1	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 2	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 3	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Grand Total	2848341.00	11952902.68	12676053.29	13442954.52	14256253.27	15118756.59	16033441.36



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## Form F11(g): Current Assests &amp; Liabilities

Financial Year	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
Sundry Debtors	6000000.00	830062.69	880281.49	933538.51	990017.60	1049913.65	1113433.43
Cash And Bank Balances	64015965.96	2084012.76	29884609.32	9900872.08	8150186.93	8684174.04	5866181.37
Inventories	57822.00	191342.35	673407.00	707077.35	742431.22	779552.78	818530.42
Other Current Assets	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Loans And Advances	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 1	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Assets Loans	70073787.96	3105417.80	31438297.81	11541487.94	9882635.75	10513640.47	7798145.22
Liabilities	0.00	65000000.00	47500000.00	87500000.00	120000000.00	107500000.00	95000000.00
Provisions	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 2	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Liabilities Provisions	2751837.20	82987183.07	71461903.48	113305762.55	148686627.85	137978038.72	128368885.60
Net Current Assets	67321950.76	-79881765.27	-40023605.67	-101764274.61	-138803992.10	-127464398.25	-120570740.38



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**Schedule**

This schedule contains the various specified forms that relate to specific clause(s) of the guidelines or section(s) of the appendix as the case may be Form A: (ref Section AI 1 of Appendix 1)

**BEFORE THE AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA****AT NEW DELHI****SUBMISSION OF MULTI YEAR TARIFF PROPOSAL FOR AND ON BEHALF OF**

M/s

1. Doraiswamy Ganesh aged 53 resident of Fuel Farm Facility, Bengaluru International Airport, Devanahalli acting in my official capacity as ISP in M/s Indian Oil Skytanking Pvt. Limited having its registered office at Fuel Farm Facility, Bengaluru International Airport, Devanahalli do hereby state and affirm as under that:

1. That I am authorized to act for and on behalf of M/s Indian Oil Skytanking Pvt. Limited in the matter of making 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 the submission in any official capacity and the facts stated herein are based on official records
4. The contents of this submission which include inter alia (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 there from

Sd/



Place



Date: 12-03-2016

**Form F13(a): Historical Tariff (S) & Revenue Forms Regulated Services**

Financial Year	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
Landing Charges Domestic	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Landing Charges International	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Landing Charges	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Housing And Parking Charges	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Psf	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Udf Domestic	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Udf International	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Udf	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Throughput Charges	0.00	0.00	0.00	0.00	0.00	0.00	0.00



Ground Handling Charges	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Cute Charges	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Cargo Special Rent	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Aai Cargo Revenue	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 1	47470673.00	199215044.69	211267554.89	224049241.96	237604221.10	251979276.48	267224022.70			
Other 2	0.00	0.00	0.00	0.00	0.00	0.00	0.00			
Total Revenue	47470673.00	199215044.69	211267554.89	224049241.96	237604221.10	251979276.48	267224022.70			



*[Handwritten Signature]*

## Form F13(b): Historical &amp; Projected Revenue From Services other than Regulated Services

Financial Year	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
Restaurants Snacks Bar	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Tr Stall	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Hoarding Display	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other Trading Concessions 1	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other Trading Concessions 2	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other Trading Concessions 3	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Land Leases	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Residential Building	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Non Residential Building	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other Rent And Services 1	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other Rent And Services 2	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other Rent And Services 3	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Duty Free Shops	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Car Rentals	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Car Parking	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Porterage	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Admission Tickets	0.00	0.00	0.00	0.00	0.00	0.00	0.00
X Baggage Screening	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other Misc Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Sale Of Scrap	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other Miscellaneous 1	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other Miscellaneous 2	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other Miscellaneous 3	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other Miscellaneous 4	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Revenue Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00



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Then Regulated  
Service



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## Form F10(b): Capital Expenditure Projected Plan - 10 year Master

Financial Year	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021	2021-2022	2022-2023	2023-2024	2024-2025	2025-2026
Project Name	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
Project Type	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
Comm Date	0000-00-00	0000-00-00	0000-00-00	0000-00-00	0000-00-00	0000-00-00	0000-00-00	0000-00-00	0000-00-00	0000-00-00
Capex	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Com	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Cdate	0000-00-00	0000-00-00	0000-00-00	0000-00-00	0000-00-00	0000-00-00	0000-00-00	0000-00-00	0000-00-00	0000-00-00
Wip	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00



*[Handwritten Signature]*

**Form F10(c): Year-wise Capital Expenditure Financing Plans for next 10 years**

Financial Year	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
Internal Accrual	0.00	0.00	0.00	0.00	0.00
Total Capex Planned	0.00	0.00	0.00	0.00	0.00
Equity Infused	0.00	0.00	0.00	0.00	0.00
User Contributions	0.00	0.00	0.00	0.00	0.00
Total Debt	0.00	0.00	0.00	0.00	0.00



*[Handwritten Signature]*



**Form F10(d): Summary Statement of Expenses Capitalised**

Financial Year	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
Interest And Finance Charges Capitalised	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Cost Of Raising Finance And Bank Charge	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Employee Expenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Administrative And General Expenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Utilities And Outsourcing Expenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Any Other Expenses Being Capitalised	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 1	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 2	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Expenses Being Capitalised	0.00	0.00	0.00	0.00	0.00	0.00	0.00



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**Form F10(e): Additional Capital Projects Summary**

Financial Year	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021	
Building	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Plant And Machinery	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Electrical Installation	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Furniture And Fittings	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 1	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 2	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 3	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 4	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 5	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00


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**Schedule**

This schedule contains the various specified forms that relate to specific clause(s) of the guidelines or section(s) of the appendix as the case may be Form A: (ref Section AI 1 of Appendix 1)

**BEFORE THE AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA  
AT NEW DELHI**

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

M/s

1. Doraiswamy Ganesh aged 53 resident of Fuel Farm Facility, Bengaluru International Airport, Devanahalli acting in my official capacity as ISP in M/s Indian Oil Skytanking Pvt. Limited having its registered office at Fuel Farm Facility, Bengaluru International Airport, Devanahalli do hereby state and affirm as under that:

- That I am authorized to act for and on behalf of M/s Indian Oil Skytanking Pvt. Limited in the matter of making submission before the Airports Economic Regulatory Authority of India, New Delhi ('the Authority')
- I am competent to make this submission before the authority
- I am making the submission in any official capacity and the facts stated herein are based on official records
- The contents of this submission which include inter alia (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 there from

Sd/




Place

Date: 12-03-2016

**Form F2(b): Historical and Projected Profit / Loss Account (Only for AO)**

Financial Year	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
Revenue From Regulated Services	47470673.00	199215044.69	211267554.89	224049241.96	237604221.10	251979276.48	267224022.70
Revenue From Other Than Regulated Services	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Revenue	47470673.00	199215044.69	211267554.89	224049241.96	237604221.10	251979276.48	267224022.70
Pay Roll Costs	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Admin And Other Expenses	16640347.44	22765002.91	63236118.00	67408890.74	76040784.42	77058166.65	83095581.89
Repair And Maintenance	2654690.00	19498298.83	12730250.00	13376762.50	14645600.64	14337880.65	15654774.69
Utilities And Outsourcing Expenses	4256525.00	12972568.00	13362300.00	14030415.00	14731935.75	15468532.54	16241959.16

Other Outflows	2848341.00	11952902.68	12676053.29	13442954.52	14256253.27	15118756.59	16033441.36
Total Operating Expenditure	26399903.44	67188772.42	102004721.29	108259022.76	119674574.08	121983336.43	131025757.10
Earning Before Depreciation Interest And Taxation	21070769.56	132026272.27	109262833.60	115790219.20	117929647.02	129995940.05	136198265.60
Depreciation	0.00	0.00	44937865.51	61642219.32	66993600.80	65114145.66	63040312.84
Earning Before Interest And Taxation	21070769.56	132026272.27	64324968.09	54147999.88	50936046.22	64881794.39	73157952.76
Total Interest And Finance Charges	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Profit Loss Before Tax	21070769.56	132026272.27	64324968.09	54147999.88	50936046.22	64881794.39	73157952.76
Tax	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Profit Loss After Taxation	21070769.56	132026272.27	64324968.09	54147999.88	50936046.22	64881794.39	73157952.76
Balance Carried To Balance Sheet	0.00	0.00	0.00	0.00	0.00	0.00	0.00




## Form F3: Historical and Projected Profit / Loss Account (Only for ISP)

Financial Year	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
Revenue From Regulated Services	47470673.00	199215044.69	211267554.89	224049241.96	237604221.10	251979276.48	267224022.70
Revenue From Other Than Regulated Services	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Revenue	47470673.00	199215044.69	211267554.89	224049241.96	237604221.10	251979276.48	267224022.70
Pay Roll Costs	13776919.65	64117664.00	72917174.00	80123043.84	89737809.10	1005063346.19	112567107.74
Repair And Maintenance Costs	2654690.00	19498298.83	12730250.00	13376762.50	14645600.64	14337880.65	15654774.69
Utilities And Outsourcing Costs	4256525.00	12972568.00	13362300.00	14030415.00	14731935.75	15468532.54	16241959.16
Admin And General Expenses	16640347.44	22765002.91	63236118.00	67408890.74	76040784.42	77058166.65	83095581.89
Concession Fee	2848341.00	11952902.68	12676053.29	13442954.52	14256253.27	15118756.59	16033441.36
Other 1	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 2	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 3	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Operating Expenditure	40176823.09	131306436.42	174921895.29	188382066.60	209412383.18	222489682.62	243592864.84
Earning Before Depreciation Interest And Taxation	7293849.91	67908608.27	36345659.60	35667175.36	28191837.92	29489593.86	23631157.86
Depreciation And Amortisation	0.00	0.00	44937865.51	61642219.32	66993600.80	65114145.66	63040312.84
Earning Before Interest And Taxation	7293849.91	67908608.27	-8592205.91	-25975043.96	-38801762.88	-35624551.80	-39409154.98
Total Interest And Finance Charges	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Profit Loss Before Tax	7293849.91	67908608.27	-8592205.91	-25975043.96	-38801762.88	-35624551.80	-39409154.98
Tax	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Profit Loss After Taxation	7293849.91	67908608.27	-8592205.91	-25975043.96	-38801762.88	-35624551.80	-39409154.98
Balance Carried To Balance Sheet	7293849.91	67908608.27	-8592205.91	-25975043.96	-38801762.88	-35624551.80	-39409154.98



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## Form F17: Calculation of Aggregate Revenue Requirement (Only for AO)

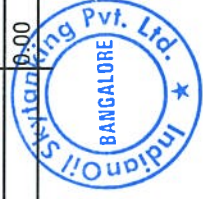
Financial Year	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
Total Revenue From Regulated Services	47470673.00	199215044.69	211267554.89	224049241.96	237604221.10	251979276.48	267224022.70
Total Revenue From Other Services	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Operating Expenditure	26399903.44	67188772.42	102004721.29	108259022.76	119674574.08	121983336.43	131025757.10
Depreciation	0.00	0.00	4937865.51	61642219.32	66933600.80	65114145.66	63040312.84
Total Expenditure	26399903.44	67188772.42	146942586.80	169901242.08	186668174.88	187097482.09	194066069.94
Regulatory Operating Profit	21070769.56	132026272.27	64324968.09	54147999.88	50936046.22	64881794.39	73157952.76
Capital Expenditure	0.00	0.00	74100000.00	76432844.30	45669055.42	626117.69	0.00
Opening Rab	0.00	0.00	291489382.05	320651516.54	335442141.52	314117596.14	249629568.17
Disposals Transfers	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Closing Rab	0.00	0.00	320651516.54	335442141.52	314117596.14	249629568.17	186589255.33
Average Rab	0.00	0.00	306070449.30	328046829.03	324779868.83	281873582.16	218109411.75
Return On Average Rab	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Corporate Tax On Return On Rab	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Air	26399903.44	67188772.42	146942586.80	169901242.08	186668174.88	187097482.09	194066069.94
Total Passenger Volume	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Required Yield Per Passenger	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Present Yield	0.00	0.00	0.00	0.00	0.00	0.00	0.00



*[Handwritten Signature]*

## Form F16: Performance Report for the Tariff Year (Only for ISP)

Financial Year	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
Total Revenue From Regulated Services	47470673.00	199215044.69	211287554.89	224049241.96	237604221.10	251979276.48	267224022.70
Total Revenue From Services Other Than Regulated Services	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Operating Expenditure	40176823.09	131306436.42	174921895.29	188382066.60	209412383.18	222489682.62	243592864.84
Depreciation	0.00	0.00	44937865.51	61642219.32	66993600.80	65114145.66	63040312.84
Total Expenditure	40176823.09	131306436.42	219859760.80	250024285.92	276405983.98	287603828.28	306633177.68
Regulatory Operating Profit	7293849.91	67908608.27	-8592205.91	-25975043.96	-38801762.88	-35624551.80	-39409154.98
Capital Expenditure	0.00	0.00	74100000.00	76432844.30	45669055.42	626117.69	0.00
Opening Regulatory Asset Base (RAB)	0.00	0.00	291489382.05	320651516.54	335442141.52	314117596.14	249629568.17
Disposals/ Transfers	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Closing Rab	0.00	0.00	320651516.54	335442141.52	314117596.14	249629568.17	186589255.33
Average Regulatory Asset Base (RAB)	0.00	0.00	306070449.30	328046829.03	324779868.83	281873582.16	218109411.75
WACC %	0.00	0.00	15.64	15.64	15.64	15.64	15.64
Return On Average Rab Wacc	0.00	0.00	47869418.27	51306524.06	50795571.49	44085028.25	34112312.00
Return On Average Regulatory Asset Base (RAB)	0.00	0.00	-2.81	-7.92	-11.95	-12.64	-18.07
Corporate Tax On Return On Rab	0.00	0.00	0.00	0.00	0.00	0.00	0.00
ARR	40176823.09	131306436.42	267729179.07	301330809.98	327201555.47	331688856.53	340745489.68
Total Volume Cargo	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Required Yield Cargo	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Present Yield Cargo	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Volume Fuel	957705.88	1006136.59	1016197.96	1026359.94	1036623.53	1046989.77	1057459.67
Required Yield Fuel	41.95	130.51	263.46	293.59	315.64	316.80	322.23
Present Yield Fuel	49.57	198.00	207.90	218.29	229.21	240.67	252.70
Total Volume Atm	0.00	0.00	0.00	0.00	0.00	0.00	0.00



*[Handwritten Signature]*

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Required Yield Atm	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Present Yield Atm	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00



*[Handwritten Signature]*



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**Schedule**

This schedule contains the various specified forms that relate to specific clause(s) of the guidelines or section(s) of the appendix as the case may be Form A: (ref Section AI 1 of Appendix 1)

**BEFORE THE AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA**

**AT NEW DELHI**

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

**M/s**

1. Doraiswamy Ganesh aged 53 resident of Fuel Farm Facility, Bengaluru International Airport, Devanahalli acting in my official capacity as ISP in M/s Indian Oil Skytanking Pvt. Limited having its registered office at Fuel Farm Facility, Bengaluru International Airport, Devanahalli do hereby state and affirm as under that:

1. That I am authorized to act for and on behalf of M/s Indian Oil Skytanking Pvt. Limited in the matter of making 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 the submission in any official capacity and the facts stated herein are based on official records
4. The contents of this submission which include inter alia (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 there from

Sd/

Place

Date: 12-03-2016



*[Handwritten Signature]*

**Form F1 : Historical and Proposed Aggregate Revenue Requirement**

Financial Year	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
Aggregate Revenue Requirement	40176823.09	131306436.42	267729179.07	301330809.98	327201555.47	331688856.53	340745489.68

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**F1b: Competition Assessment (Only for ISP)**

Particulars	Actual for tariff year under consideration	Forecast as per the Multi Year Tariff order
1	207.90	265.08
2	0.00	0.00
3	0.00	0.00
4	0.00	0.00
5	0.00	0.00
6	0.00	0.00
7	0.00	0.00



*[Handwritten Signature]*

**F2: Historical and Projected Balance Sheet (Only for ISP)**

Financial Year	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
Share Capital	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Share Application Money	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Reverses And Surplus	184499904.88	211676618.26	193196912.34	158746868.39	112882605.52	71608053.71	27961398.74
Loan Funds	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Secured Loans	0.00	0.00	87500000.00	75000000.00	62500000.00	50000000.00	37500000.00
Unsecured Loans	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Capital Grants	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Deferred Tax Liability	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Sources Of Funds	184499904.88	211676618.26	280696912.34	233746868.39	175382605.52	121608053.71	65461398.74
Gross Block (Net Of Assets Not In Use)	117654799.21	318773236.41	392873236.41	469306080.71	514975136.13	514975136.13	514975136.13
Less: Accumulated Depreciation	476845.09	27214852.88	72152718.40	133794937.71	200788538.51	265902684.17	328942997.01
Net Block	117177954.12	291558383.53	320720518.01	33551143.00	314186597.62	249072451.96	186032139.12
Capital Work In Progress	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Fixed Assets	117177954.12	291558383.53	320720518.01	33551143.00	314186597.62	249072451.96	186032139.12
Investments	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Deferred Tax Assets	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Sundry Debtors	600000.00	830062.69	880281.48	933538.51	990017.59	1049913.65	1113433.43
Cash And Bank Balances	64015965.96	2084012.76	29884609.32	9900872.08	8150186.93	8684174.04	5866181.37
Inventories	57822.00	191342.36	673407.00	707077.35	742431.22	779552.78	818530.42
Other Current Assets	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Loans And Advances	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Current Assets	70073787.96	3105417.81	31438297.80	11541487.94	9882635.74	10513640.47	7798145.22
Liabilities	2751837.20	82987183.07	71461903.46	113305762.55	148686627.83	137978038.72	128368885.59
Provisions	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Current Liabilities	2751837.20	82987183.07	71461903.46	113305762.55	148686627.83	137978038.72	128368885.59
Net Current Assets	67321950.76	-79881765.26	-40023605.66	-101764274.61	-138803992.09	-127464398.25	-120570740.37



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Airports Economic Regulatory Authority of India

Total Application Of Fund	184499904.00	211676618.00	280696913.00	233746869.00	175382605.00	121608053.00	65461399.00
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*Amesh*



## Form F2(a): Historical and Projected Balance Sheet

Financial Year	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
Share Holders Fund	0.00	0.00	0.00	0.00	0.00	0.00
Gross Block (Net Of Assets Not In Use)	636595259.41	710695259.41	787128103.71	832797159.13	833423276.82	833423276.82
Less: Accumulated Depreciation	27214852.89	72152718.40	133794937.72	200788538.52	265902684.18	328942997.02
Net Block	609380406.52	638542541.01	653333165.99	632008620.61	567520592.64	504480279.80
Capital Work In Progress	0.00	0.00	0.00	0.00	0.00	0.00
Total Fixed Assets	1273190518.82	1421390518.82	1574256207.42	1665594318.26	1666846553.64	1666846553.64
Investments	0.00	0.00	0.00	0.00	0.00	0.00
Deferred Tax Assets	0.00	0.00	0.00	0.00	0.00	0.00
Sundry Debtors	830062.69	880281.49	933538.51	990017.60	1049913.65	1113433.43
Cash And Bank Balances	2084012.76	29884609.32	9900872.08	8150186.93	8684174.04	5866181.37
Inventories	191342.35	673407.00	707077.35	742431.22	779552.78	818530.42
Other Current Assets	0.00	0.00	0.00	0.00	0.00	0.00
Loans And Advances	0.00	0.00	0.00	0.00	0.00	0.00
Total Current Assets	3105417.80	31438297.81	11541487.94	9882635.75	10513640.47	7798145.22
Liabilities	82987183.07	71461903.48	113305762.55	148686627.85	137978038.72	128368885.60
Provisions	0.00	0.00	0.00	0.00	0.00	0.00
Net Current Assets	-79881765.27	-40023605.67	-101764274.61	-138803992.10	-127464398.25	-120570740.38
Total Application Of Fund	529498641.25	598518935.34	551568891.38	493204628.51	440056194.39	383909539.42



*Anchor*

## Form F2(c): Historical and Projected Cash Flow Statement (Only for AO)

Financial Year	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
Net Profit Before Taxation	7293849.91	67908608.27	-8592205.91	-25975043.96	-38801762.88	-35624551.80	-39409154.98
Depreciation And Amortisation	0.00	0.00	44937865.51	61642219.32	66993600.80	65114145.66	63040312.84
Loss Profit On Sales Assets	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Interest Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Provision - Additions (write Back) Net	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Operating Profit Before Working Capital Changes	7293849.91	67908608.27	36345669.60	35667175.36	28191837.92	29489593.86	23631157.86
Decrease/ Increase In Trade Receivables	5169937.31	-50218.80	-53257.02	-56479.09	-59896.05	-63519.78	0.00
Decrease/ Increase In Inventories	-133520.35	-482064.65	-33670.35	-35353.87	-37121.56	-38977.64	0.00
Decrease/ Increase In Cash And Bank Balance	61931953.20	-27800596.56	19983737.24	1750685.15	-533987.11	2817992.67	0.00
Decrease/ Increase In Loans And Advances	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Decrease/ Increase In Sundry Creditors	65000000.00	-17500000.00	40000000.00	32500000.00	-12500000.00	-12500000.00	0.00
Decrease/ Increase In Provisions	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Net Cash Flow From Operating Activities	139262220.07	22075728.26	96242469.47	69826027.55	15060833.20	19705089.11	23631157.86
Purchase Of Fixed Assets	-636595259.41	-74100000.00	-76432844.30	-45669055.42	-626117.69	0.00	0.00
Decrease In WIP Assets	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Cash From Investing Activities	-636595259.41	-74100000.00	-76432844.30	-45669055.42	-626117.69	0.00	0.00
Decrease In Share	0.00	0.00	0.00	0.00	0.00	0.00	0.00



Capital												
Cash Flow From Financing Activities	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Net Change In Cash And Cash Equivalents	-497333039.34	-52024271.74	19809625.17	24156972.13	14434715.51	19705089.11	19705089.11	19705089.11	19705089.11	23631157.86	23631157.86	
Cash And Cash Equivalents At The Beginning Of The Period	0.00	0.00	2084012.76	29884609.32	9900872.08	8150186.93	8150186.93	8150186.93	8150186.93	8684174.04	8684174.04	
Cash And Cash Equivalents At The End Of The Period	0.00	2084012.76	29884609.32	9900872.08	8150186.93	8150186.93	8150186.93	8150186.93	8684174.04	8684174.04	8684174.04	



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**Form F3: Historical and Project Revenue Generating Area Breakup at the Airport (Only for AO)**

Financial Year	2008-2009	2009-2010	2010-2011	2011-2012	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021	2021-2022	2022-2023
Retail	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Commercial Offices	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Advertisement (Area)(Sqft)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ticketing	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Duty Free Shops	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Car Parking	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Hanger	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ramp	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Land With Oil Companies	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 1	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 2	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00



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## Form F4: Historical and projected cash flow statement (Only for ISP)

Financial Year	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
Net Profit Before Taxation	7293849.91	67908608.27	-8592205.91	-25975043.96	-38801762.88	-35624551.80	-39409154.98
Depreciation And Amortisation	0.00	0.00	44937865.51	61642219.32	66993600.80	65114145.66	63040312.84
Loss / (Profit) On Sales Of Assets(net)	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Interest Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Provision –Additions (write Back) Net	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Operating Profit Before Working Capital Changes	7293849.91	67908608.27	36345659.60	35667175.36	28191837.92	29489593.86	23631157.86
Decrease/ Increase In Trade Receivables	5169937.31	-50218.80	-53257.02	-56479.09	-59896.05	-63519.78	0.00
Decrease/ Increase In Inventories	-133520.35	-482064.65	-33670.35	-35353.87	-37121.56	-38977.64	0.00
Decrease/ Increase In Cash And Bank Balance	61931953.20	-27800596.56	19983737.24	1750685.15	-533987.11	2817992.67	0.00
Decrease/ Increase In Loans And Advances	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Decrease/ Increase In Sundry Creditors	6500000.00	-1750000.00	4000000.00	3250000.00	-1250000.00	-1250000.00	0.00
Decrease/ Increase In Provisions	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Net Cash Flow From Operating Activities	139262220.07	22075728.26	96242469.47	69826027.55	15060833.20	19705089.11	23631157.86
Purchase Of Fixed Assets	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Decrease In WIP Assets	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Cash From Investing Activities	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Decrease In Share	0.00	0.00	0.00	0.00	0.00	0.00	0.00



Capital	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Cash Flow From Financing Activities	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Net Change In Cash And Cash Equivalents	139262220.07	22075728.26	96242469.47	69826027.55	15060833.20	19705089.11	23631157.86		
Cash And Cash Equivalents At The Beginning Of The Period	180000000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Cash And Cash Equivalents At The End Of The Period	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

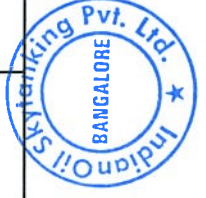


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## Form F5: Cost of Equity and Post-tax FRoR Forecast

Financial Year	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
Gearing Low	11.30	11.30	11.30	11.30	11.30	11.30	11.30
Gearing High	11.30	11.30	11.30	11.30	11.30	11.30	11.30
Gearing Point Estimate	11.30	11.30	11.30	11.30	11.30	11.30	11.30
Pre Tax Cost Of Debt Low	11.30	11.30	11.30	11.30	11.30	11.30	11.30
Pre Tax Cost Of Debt High	11.30	11.30	11.30	11.30	11.30	11.30	11.30
Pre Tax Cost Of Debt Point Estimate	11.30	11.30	11.30	11.30	11.30	11.30	11.30
Risk Free Rate Low	7.84	7.84	7.84	7.84	7.84	7.84	7.84
Risk Free Rate High	7.84	7.84	7.84	7.84	7.84	7.84	7.84
Risk Free Rate Point Estimate	7.84	7.84	7.84	7.84	7.84	7.84	7.84
Equity Risk Premium Low	8.31	8.31	8.31	8.31	8.31	8.31	8.31
Equity Risk Premium High	23.52	23.52	23.52	23.52	23.52	23.52	23.52
Equity Risk Premium Point Estimate	8.31	8.31	8.31	8.31	8.31	8.31	8.31
Beta Low	1.12	1.12	1.12	1.12	1.12	1.12	1.12
Beta High	1.12	1.12	1.12	1.12	1.12	1.12	1.12
Beta Point Estimate	1.12	1.12	1.12	1.12	1.12	1.12	1.12
Post Tax Cost Of Equity Low	17.15	17.15	17.15	17.15	17.15	17.15	17.15
Post Tax Cost Of Equity High	17.15	17.15	17.15	17.15	17.15	17.15	17.15
Post Tax Cost Of Equity Point Estimate	17.15	17.15	17.15	17.15	17.15	17.15	17.15
Post Tax Fror Low	15.64	15.64	15.64	15.64	15.64	15.64	15.64
Post Tax Fror High	15.64	15.64	15.64	15.64	15.64	15.64	15.64
Post Tax Fror Point Estimate	15.64	15.64	15.64	15.64	15.64	15.64	15.64



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**Form F6(a): Loan Master**

Financial Year	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
Secured Loan Repayments During The Year	0.00	0.00	12500000.00	12500000.00	12500000.00	12500000.00	12500000.00
Secured Loan Interest Payment During The Year	0.00	0.00	9887500.00	8475000.00	7062500.00	5650000.00	4237500.00
Secured Loan Outstanding At The End Of The Year	0.00	0.00	87500000.00	75000000.00	62500000.00	50000000.00	37500000.00
Unsecured Loan Repayments During The Year	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Unsecured Loan Interest Payment During The Year	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Unsecured Loan Outstanding At The End Of The Year	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Particulars	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Source	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Type Of Loan	PS	PS	PS	PS	PS	PS	PS
Project	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Loan Sanctioned	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Loan Tenure	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Interest Type	Fixed	Fixed	Floating	Fixed	Fixed	Fixed	Fixed
Rate Of Interest	0.00	0.00	11.30	0.00	0.00	0.00	0.00
Base Rate	0.00	0.00	SBI-PLR+1%	0.00	0.00	0.00	0.00
Margin	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Caps Or Floor Chk	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Caps Or Floor	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Moratorium Period	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Moratorium Effective From	2016-02-28	2016-02-28	2016-02-28	2016-02-28	2016-02-28	2016-02-28	2016-02-28



Repayment Period	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Repayment Start Date	2016-02-28	2016-02-28	2016-02-28	2016-02-28	2016-02-28	2016-02-28	2016-02-28	2016-02-28	2016-02-28
Repayment Frequency	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Arrangement Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Loan	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other Terms	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00



*[Handwritten Signature]*

## Form F6(b): Summary Statement of Interest and Finance Charges

Financial Year	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
Government Loans	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Bonds	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Foreign Currency Note Or Credit	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Debentures	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other Interest Charges 1	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other Interest Charges 2	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Interest Charges On Government Loans	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Secured	0.00	0.00	9887500.00	8475000.00	7062500.00	5650000.00	4237500.00
Other Secured Interest 1	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other Secured Interest 2	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Unsecured	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other Unsecured Interest 1	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other Unsecured Interest 2	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Interest On Long Term Loans	0.00	0.00	9887500.00	8475000.00	7062500.00	5650000.00	4237500.00
Cost Of Raising Finance And Bank Charges On Project Loans	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Grand Total Of Interest And Finance Charges	0.00	0.00	9887500.00	8475000.00	7062500.00	5650000.00	4237500.00
Less Interest And Finance Charges Capitalised	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Net Total Of Interest	0.00	0.00	0.00	0.00	0.00	0.00	0.00



And Finance Charges Project Related Loans	0.00	4550000.00	3325000.00	6125000.00	8400000.00	7525000.00	6650000.00
Interest On Working Capital Loans							
Other Interest Charges	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Interest And Finance Charges Chargeable To PI Account	0.00	4550000.00	3325000.00	6125000.00	8400000.00	7525000.00	6650000.00



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**Form F8(b): Format for providing proposed exclusions from Regulatory Asset Base (RAB)**

Asset Name	NA	NA	NA	NA	NA	NA	NA	NA	NA
Book Value	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Accumulated Depreciation	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Justification For Execution	NA	NA	NA	NA	NA	NA	NA	NA	NA
Any Land Associated With Asset	NA	NA	NA	NA	NA	NA	NA	NA	NA
Details Of Land	NA	NA	NA	NA	NA	NA	NA	NA	NA



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**Form F14(a): Annual Tariff Proposal for Tariff Year T-Format for providing information on EMAY**

Financial Year	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
Yield Per Unit	0.00	0.00	265.08	286.29	309.19	333.92	360.64
Error Correction Term (from Year T-2)	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Estimated Maximum Allowed Yield (EMAY)	0.00	0.00	265.08	286.29	309.19	333.92	360.64



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**Schedule**

This schedule contains the various specified forms that relate to specific clause(s) of the guidelines or section(s) of the appendix as the case may be Form A: (ref Section AI 1 of Appendix 1)

**BEFORE THE AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA  
AT NEW DELHI  
SUBMISSION OF MULTI YEAR TARIFF PROPOSAL FOR AND ON BEHALF OF**

M/s

1. Doraiswamy Ganesh aged 53 resident of Fuel Farm Facility, Bengaluru International Airport, Devanahalli acting in my official capacity as ISP in M/s Indian Oil Skytanking Pvt. Limited having its registered office at Fuel Farm Facility, Bengaluru International Airport, Devanahalli do hereby state and affirm as under that:

1. That I am authorized to act for and on behalf of M/s Indian Oil Skytanking Pvt. Limited in the matter of making 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 the submission in any official capacity and the facts stated herein are based on official records
4. The contents of this submission which include inter alia (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 there from

Sd/




Place

Date: 12-03-2016

**Form F15(a): Annual Tariff Proposal for Tariff Year (Only for AO)**

Financial Year	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
Yield Per Passenger	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Error Correction Term (from Year T-2)	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Estimated Maximum Allowed Yield (EMAY)	0.00	0.00	0.00	0.00	0.00	0.00	0.00

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## Form F15: Annual Tariff Proposal for Tariff Year (Only for ISP)

Financial Year	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
Actual Wpi During The Year	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Security Operating Cost Correction Term	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other Mandated Operating Cost Correction Term	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Statutory Cost Operating Correction Term	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Forecast Error Correction Term	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Recovery Error Correction Term	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Actual Yield Per Passenger	198.27	198.00	265.08	286.29	309.19	333.92	360.64
Revenues Subject To Yield Cap	47470673.00	199215044.69	211267554.89	224049241.96	237604221.10	251979276.48	267224022.70
Volumes	239426.47	1006136.59	1016197.96	1026359.93	1036623.53	1046989.77	1057459.67
Over Recovery Of Allowed Yield Error Correction	0.00	0.00	0.00	0.00	0.00	0.00	0.00



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**Form F16: Annual Compliance statement (Only for AO)**

Financial Year	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
Actual Wpi During The Year	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Security Operating Cost Correction Term	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other Mandated Operating Cost Correction Term	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Statutory Cost Operating Correction Term	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Recovery Error Correction Term	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Actual Yield Per Passenger	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Revenues Subject To Yield Cap	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Volumes	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Over Recovery Of Allowed Yield	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Forecast Error Correction Term	0.00	0.00	0.00	0.00	0.00	0.00	0.00



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**Form F17 Revenue from Regulated Services recovered during the Tariff year (Only for ISP)**

Financial Year	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
Revenue From Tariff1	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Revenue From Tariff2	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Revenue From Tariff3	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Revenue From Tariff4	47470673.00	199215044.69	211267554.89	224049241.96	237604221.10	251979276.48	267224022.70
Other 1							
Other 2							
Other 3							
Other 4							



*(Handwritten Signature)*



**Form F18: Revenue from Regulated Services recovered during the Tariff year (Only for AO)**

Financial Year	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
Revenue From Tariff 1	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Revenue From Tariff 2	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Revenue From Tariff 3	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Revenue From Tariff 4	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 1	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 2	0.00	0.00	0.00	0.00	0.00	0.00	0.00



*Amel*

## Form F18 Revenue from Services other than Regulated Services recovered during the Tariff year (Only for ISP)

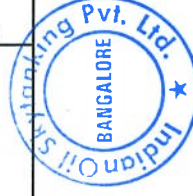
Financial Year	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
Revenue From Services Other Than Regulated Services 1	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Revenue From Services Other Than Regulated Services 2	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Revenue From Services Other Than Regulated Services 3	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Revenue From Services Other Than Regulated Services 4	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 1	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 2	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Revenue From Services Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00



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## Form F19: Revenue from Services other than Regulated Services recovered during the Tariff Year (Only for AO)

Financial Year	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
Revenue From Services Other Than Regulated Services 1	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Revenue From Services Other Than Regulated Services 2	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Revenue From Services Other Than Regulated Services 3	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Revenue From Services Other Than Regulated Services 4	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 1	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 2	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 3	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 4	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Revenue From Services Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00



*[Handwritten Signature]*

## Form F19 Operating Expenditure incurred during the Tariff Year (Only for ISP)

Financial Year	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
Operating Expenditure Heading 1	13776919.65	64117664.00	72917174.00	80123043.84	89737809.10	100506346.19	112567107.74
Operating Expenditure Heading 2	16640347.44	22765002.91	63236118.00	67408890.74	76040784.42	77058166.65	83095581.89
Operating Expenditure Heading 3	2654690.00	19498298.83	12730250.00	13376762.50	14645600.64	14337880.65	15654774.69
Operating Expenditure Heading 4	4256525.00	12972568.00	13362300.00	14030415.00	14731935.75	15468532.54	16241959.16
Operating Expenditure Heading 5	2848341.00	11952902.68	12676053.29	13442954.42	14256253.27	15118756.59	16033441.36
Operating Expenditure Heading 6	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Operating Expenditure Heading 7	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Operating Expenditure Heading 8	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Operating Expenditure Heading 9	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 1	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 2	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Operating And Maintenance Expenditure	40176823.09	131306436.42	174921895.29	188382066.50	209412383.18	222489682.62	243592864.84



*Amend*

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**Form F20: Operational and Maintenance Expenditure incurred during the Tariff Year (Only for AO)**

Financial Year	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
Pay Roll Cost	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Repair And Maintenance	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Com Of Stores And Spares	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Electricity And Water Charges	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Admin And Other Charges	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other Outflows	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 1	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 2	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 3	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 4	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Charge	0.00	0.00	0.00	0.00	0.00	0.00	0.00



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## Form F20 Reconciliation Statement for the Tariff Year (Only for ISP)

Financial Year	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
Revenue From Regulated Services	47470673.00	199215044.69	211267554.89	224049241.96	237604221.10	251979276.48	267224022.70
Revenue From Other Than Regulated Services	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Revenue	47470673.00	199215044.69	211267554.89	224049241.96	237604221.10	251979276.48	267224022.70
Pay Roll Costs	13776919.65	64117664.00	72917174.00	80123043.84	89737809.10	100506346.19	112567107.74
Repair And Maintenance	2654690.00	19498298.83	12730250.00	13376762.50	14645600.64	14337880.65	15654774.69
Con Of Stores And Spares	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Electricity And Water Charges	4256525.00	12972568.00	13362300.00	14030415.00	14731935.75	15468532.54	16241959.16
Admin And Other Expenses	16640347.44	22765002.91	63236118.00	67408890.74	76040784.42	77058166.65	83095581.89
Other Outflows	2848341.00	11952902.68	12676053.29	13442954.42	14256253.27	15118756.59	16033441.36
Total Operating Expenditure	40176823.09	131306436.42	174921895.29	188382066.50	209412383.18	222489682.62	243592864.84
Profit Before Depreciation	7293849.91	67908608.27	36345659.60	35667175.36	28191837.93	29489593.85	23631157.87
Depreciation And Amortisation	476845.09	26738007.79	44937865.51	61642219.31	66993600.80	65114145.66	63040312.84
Earning Before Interest And Taxation	6817004.82	41170600.48	-8592205.91	-25975043.95	-38801762.87	-35624551.81	-39409154.98
Total Interest And Finance Charges	0.00	0.00	9887500.00	8475000.00	7062500.00	5650000.00	4237500.00
Profit Loss Before Tax	6817004.82	41170600.48	-18479705.91	-34450043.95	-45864262.87	-41274551.81	-43646654.98
Tax	2317099.94	13993887.10	0.00	0.00	0.00	0.00	0.00
Profit Loss After Tax	4499904.88	27176713.38	-18479705.91	-34450043.95	-45864262.87	-41274551.81	-43646654.98
Adjustment To Reconcile As Per Statutory Accounts	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Operating Profit As Per Statutory	4499904.88	27176713.38	-17954705.91	-34450043.95	-45864262.87	-39174551.81	-43646654.98



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Accounts



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## Form F21: Reconciliation Statement for the Tariff Year (Only for AO)

Financial Year	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
Revenue From Regulated Services	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Revenue From Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Revenue	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Pay Roll Costs	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Repair And Maintenance	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Stores And Spares	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Electricity And Water Charges	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Admin And Other Expenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other Outflows	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 1	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 2	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Operating Expenditure	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Profit Before Depreciation	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Depreciation And Amortisation	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Profit And Loss Before Tax	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Earning Before Interest Taxation	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Interest And Finance Charges	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Tax	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Profit And Loss After Tax	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Balance Carried To Balance Sheet	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Adjustment To	0.00	0.00	0.00	0.00	0.00	0.00	0.00



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## Form F21 Regulatory Asset Base (RAB) reconciliation Statement (Only for ISP)

Financial Year	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
Net Fixed Assets As Per The Statutory Accounts	117177954.12	291558383.53	320720518.01	33551143.00	314186597.62	249072451.96	186032139.12
Difference Between Net Fixed Asset And Rab	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Difference Depreciation Regulatory Depreciation	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Intercompany Transfers	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Revaluation In Statutory Accounts	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Reconciliation Adjustment 1	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Reconciliation Adjustment 2	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 1	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 2	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Closing Rab	117177954.12	291558383.53	320720518.01	33551143.00	314186597.62	249072451.96	186032139.12



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## Form F22: Regulatory Asset Base (RAB) reconciliation Statement (Only for AO)

Financial Year	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
Net Fixed Assets	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Difference Between Net Fixed And Rab	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Difference Between Depreciation	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Intercompany Transfers	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Revaluations	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Reconciliation Adjustment1	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Reconciliation Adjustment2	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 1	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 2	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Closing Rab	0.00	0.00	0.00	0.00	0.00	0.00	0.00



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**Form F23(a): form to provide quarterly quality of services report on objective parameter (Only for AO)**

Quality Of Service Parameter	Target Benchmark	Achieved Benchmark Month 1	Achieved Benchmark Month 2	Achieved Benchmark Month 3	Achieved Benchmark Month 4
Net Fixed Assets	NA	NA	NA	NA	NA
Difference Between Net Fixed Assets And Rab	NA	NA	NA	NA	NA
Difference Between Depreciation	NA	NA	NA	NA	NA
Revaluations In Statutory Accounts	NA	NA	NA	NA	NA
Reconciliation Adjustment1	NA	NA	NA	NA	NA
Reconciliation Adjustment2	NA	NA	NA	NA	NA
Other 1	NA	NA	NA	NA	NA
Other 2	NA	NA	NA	NA	NA
Closing Rab	NA	NA	NA	NA	NA



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**Form F23(b): form to provide quarterly quality of services report on Subjective parameter (Only for AO)**

Quality Of Service Parameter	Target Benchmark	Achieved Benchmark Month 1	Achieved Benchmark Month 2	Achieved Benchmark Month 3	Achieved Benchmark Month 4
Subjective Parameter1	NA	NA	NA	NA	NA
Subjective Parameter2	NA	NA	NA	NA	NA
Other 1	NA	NA	NA	NA	NA
Other 2	NA	NA	NA	NA	NA
Other 3	NA	NA	NA	NA	NA
Other 4	NA	NA	NA	NA	NA
Other 5	NA	NA	NA	NA	NA
Other 6	NA	NA	NA	NA	NA



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**Form F24(a): Format to summarise rebate incidence on subjective parameter in quarterly quality of service performance report (Only for AO)**

Quality Of Service Parameter	Rebate incidence per quarter on under performance	Calculated rebate incident Month 1	Calculated rebate incident Month 2	Calculated rebate incident Month 3	Calculated rebate incident Month 4
Subjective Parameter1	NA	NA	NA	NA	NA
Subjective Parameter2	NA	NA	NA	NA	NA
Other 1	NA	NA	NA	NA	NA
Other 2	NA	NA	NA	NA	NA
Other 3	NA	NA	NA	NA	NA
Other 4	NA	NA	NA	NA	NA
Other 5	NA	NA	NA	NA	NA
Other 6	NA	NA	NA	NA	NA



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**Form F24(b): Format to summarise rebate incidence on objective parameter in quarterly quality of service performance report (Only for AO)**

Quality Of Service Parameter	Rebate incidence per quarter on under performance	Calculated rebate incident Month 1	Calculated rebate incident Month 2	Calculated rebate incident Month 3	Calculated rebate incident Month 4
Objective Parameter1	NA	NA	NA	NA	NA
Objective Parameter2	NA	NA	NA	NA	NA
Other 1	NA	NA	NA	NA	NA
Other 2	NA	NA	NA	NA	NA
Other 3	NA	NA	NA	NA	NA
Other 4	NA	NA	NA	NA	NA
Other 5	NA	NA	NA	NA	NA
Other 6	NA	NA	NA	NA	NA



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**BEFORE THE AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA  
AT NEW DELHI**

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

M/s

1. Doraiswamy Ganesh aged 53 resident of Fuel Farm Facility, Bengaluru International Airport, Devanahalli acting in my official capacity as ISP in M/s Indian Oil Skytanking Pvt. Limited having its registered office at Fuel Farm Facility, Bengaluru International Airport, Devanahalli do hereby state and affirm as under that:

1. That I am authorized to act for and on behalf of M/s Indian Oil Skytanking Pvt. Limited in the matter of making 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 the submission in my official capacity and the facts stated herein are based on official records
4. The contents of this submission which include inter alia (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 there from

*(Signature)*

Sd/

Place

Date: 14-03-2016



**Form F16: Annual Compliance statement (Only for AO)**

Type	2016-2017	2016-2017	2014-2015	2014-2015	2015-2016	2015-2016	2017-2018	2017-2018	2018-2019	2018-2019	2019-2020	2019-2020	2020-2021	2020-2021
	Actual for	Forecast as	Actual for	Forecast as	Actual for	Forecast as	Actual for	Forecast as	Actual for	Forecast as	Actual for	Forecast as	Actual for	Forecast as
	tariff year	per the	tariff year	per the	tariff year	per the	tariff year	per the	tariff year	per the	tariff year	per the	tariff year	per the
	under consi	Multi Year	under consi	Multi Year	under consi	Multi Year	under consi	Multi Year	under consi	Multi Year	under consi	Multi Year	under consi	Multi Year
	deration	Tariff Order	deration	Tariff Order	deration	Tariff Order	deration	Tariff Order	deration	Tariff Order	deration	Tariff Order	deration	Tariff Order
Actual Wpi During The Year	0.00	0.00	0	0	0	0	0	0	0	0	0	0	0	0
Security Operating Cost Correction Term	0.00	0.00	0	0	0	0	0	0	0	0	0	0	0	0
Other Mandated Operating Cost	0.00	0.00	0	0	0	0	0	0	0	0	0	0	0	0















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**Form F17 Revenue from Regulated Services recovered during the Tariff year (Only for ISP)**

Type	2014-2015	2014-2015	2015-2016	2015-2016	2016-2017	2016-2017	2017-2018	2017-2018	2018-2019	2018-2019	2019-2020	2019-2020	2020-2021	2020-2021
	Actual for tariff year under consi deration	Forecast as per the Multi Year Tariff Order	Actual for tariff year under consi deration	Forecast as per the Multi Year Tariff Order	Actual for tariff year under consi deration	Forecast as per the Multi Year Tariff Order	Actual for tariff year under consi deration	Forecast as per the Multi Year Tariff Order	Actual for tariff year under consi deration	Forecast as per the Multi Year Tariff Order	Actual for tariff year under consi deration	Forecast as per the Multi Year Tariff Order	Actual for tariff year under consi deration	Forecast as per the Multi Year Tariff Order
Throughput Charges	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ground Handling Charges	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Cargo Revenue Charges	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Into Plain Services	47470673.00	47470673.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Revenue From Tariff	47470673.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

**Form F18: Revenue from Regulated Services recovered during the Tariff year (Only for AO)**

Type	2016-2017	2016-2017	2014-2015	2014-2015	2015-2016	2015-2016	2017-2018	2017-2018	2018-2019	2018-2019	2019-2020	2019-2020	2020-2021	2020-2021
	Actual for tariff year under consi deration	Forecast as per the Multi Year Tariff order	Actual for tariff year under consi deration	Forecast as per the Multi Year Tariff order	Actual for tariff year under consi deration	Forecast as per the Multi Year Tariff order	Actual for tariff year under consi deration	Forecast as per the Multi Year Tariff order	Actual for tariff year under consi deration	Forecast as per the Multi Year Tariff order	Actual for tariff year under consi deration	Forecast as per the Multi Year Tariff order	Actual for tariff year under consi deration	Forecast as per the Multi Year Tariff order
Revenue From Tariff 1	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Revenue From Tariff 2	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Revenue From Tariff 3	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Revenue	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00









Other 3	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 4	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Revenues From Services Other Than Regulated Services	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

**Form F19 Operating Expenditure incurred during the Tariff Year (Only for ISP)**

Type	2014-2015	2014-2015	2015-2016	2015-2016	2016-2017	2016-2017	2017-2018	2017-2018	2018-2019	2018-2019	2019-2020	2019-2020	2020-2021	2020-2021
	Actual for tariff year under consi deration	Forecast as per the Multi Year Tariff order	Actual for tariff year under consi deration	Forecast as per the Multi Year Tariff order	Actual for tariff year under consi deration	Forecast as per the Multi Year Tariff order	Actual for tariff year under consi deration	Forecast as per the Multi Year Tariff order	Actual for tariff year under consi deration	Forecast as per the Multi Year Tariff order	Actual for tariff year under consi deration	Forecast as per the Multi Year Tariff order	Actual for tariff year under consi deration	Forecast as per the Multi Year Tariff order
Payroll Related Expenditure And Provision	13776919.6	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Admin & General Expenses	16640347.4	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Repair & Maintenance Expenditure	2654690.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Utilities & Outsourcing Expenses	4256525.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other Outflows	2848341.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 1	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 2	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 3	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other 4	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total	40176823.0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00







Type	2014-2015	2014-2015	2015-2016	2015-2016	2016-2017	2016-2017	2017-2018	2017-2018	2018-2019	2018-2019	2019-2020	2019-2020	2020-2021	2020-2021
	Actual for tariff year under consideration	Forecast as per the Multi Year Tariff Order	Actual for tariff year under consideration	Forecast as per the Multi Year Tariff Order	Actual for tariff year under consideration	Forecast as per the Multi Year Tariff Order	Actual for tariff year under consideration	Forecast as per the Multi Year Tariff Order	Actual for tariff year under consideration	Forecast as per the Multi Year Tariff Order	Actual for tariff year under consideration	Forecast as per the Multi Year Tariff Order	Actual for tariff year under consideration	Forecast as per the Multi Year Tariff Order
Revenue From Regulated Services	47470673.00	47470673.00	0.00	0.00	0.00	99999999.90	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Revenue From Other Than Regulated Services	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Revenue	47470673.00	47470673.00	0.00	0.00	0.00	99999999.90	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Pay Roll Costs	13776920.00	13776919.60	0.00	0.00	0.00	72917174.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Repair And Maintenance	2654690.00	2654690.00	0.00	0.00	0.00	12730250.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Con Of Stores And Spares	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Electricity And Water Charges	4256525.00	4256525.00	0.00	0.00	0.00	13362300.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Admin And Other Expenses	16640347.00	16640347.40	0.00	0.00	0.00	63236118.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other Outflows	2848341.00	2848341.00	0.00	0.00	0.00	12676053.20	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Operating Expenditure	40176823.00	40176823.00	0.00	0.00	0.00	99999999.90	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Profit Before Depreciation	7293850.00	7293849.91	0.00	0.00	0.00	36345659.60	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00





