

March 4, 2013

To;

**Capt. Kapil Chaudhary, Secretary**

Airports Economic Regulatory Authority of India

AERA Building, Administrative Complex,

Safdarjung Airprt, New Delhi – 110003

**Sub:** Submission of ATP for the third tariff year of the first control period.

**Dear Madam;**

Enclosed please find herewith the Annual Tariff Proposal for the financial year 2013-14 in required form 14(b), being the third tariff year of the first control period effective from April 01, 2011.

We request you to publish in public domain only ceiling rate for international and domestic price list because all other information are very sensitive to our business and competitiveness. We appreciate and thank you for your understanding on the subject.

Declaration in Form "B" is also enclosed herewith, do let us know if you need any further information or clarification this.

Yours Truly'

**For CelebiNAS Airport Services India Pvt. Ltd**



**CEM SENSOZ**

Chief Executive Officer

Encl: As Above

## Annexure – II

Form B: (ref: Section A1.8 of Appendix I)

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

SUBMISSION OF PROPOSAL FOR DETERMINATION OF ANNUAL TARIFF FOR AND ON BEHALF OF:  
M/s Celebinas Airport Services India Private Limited, II Floor, Terminal 2 B, Chatrapati Shivaji  
International Airport, Mumbai - 400099

I, Cem Sensoz, aged 42 years resident of Turkey acting in my official capacity as Chief Executive  
Officer in M/s Celebinas Airport Services India Private Limited having its registered office at II  
Floor, Terminal 2 B, Chatrapati Shivaji International Airport, Mumbai - 400099 do hereby state  
and affirm as under that:

1. That I am duly authorized to act for and on behalf of M/s Celebinas Airport Services  
India Private Limited in the matter of making this submission before the Airports  
Economic Regulation Authority of India, New Delhi ('AERA');
2. I am competent to make this submission before AERA;
3. I am making this submission in my official capacity and the facts stated herein are based  
on official records;
4. The contents of the Annual Tariff Proposal submission which include (i) Estimated  
Maximum Allowed Yield per passenger (where determined by the Authority); (ii)  
Proposed detailed break-up of Tariff(s) (in context to Estimated Maximum Allowed Yield  
per passenger where determined by the Authority); and (iii) Justifications, are correct  
and true to my knowledge and belief and nothing material has been concealed there  
from.

Signature



Place : Mumbai

Date : March 4, 2013





## Annexure - I Price List for International &amp; Domestic Aircrafts

TARIFF w.e.f. 01.04.2013 To 31.03.2014

Aircraft Type/ Category (ICAO code types)	Tariff Heading	Conditions of Tariff - INR (Ceiling Price *)	Applicable Discount - INR	Estimated Units	Estimated Revenues - INR
International - Passenger aircraft					
C (S)	Comprehensive	44,000			**
	Ramp	33,000			**
C	Comprehensive	93,400			
	Ramp	69,900			
D	Comprehensive	153,400			**
	Ramp	123,000			
E	Comprehensive	180,300			
	Ramp	144,700			
F	Comprehensive	252,000			**
	Ramp	197,000			**
International - Freighter aircraft					
C	Ramp	77,000			**
D	Ramp	135,200			
E	Ramp	159,200			
F	Ramp	216,600			**
Total - International (A)					
Domestic - Passenger aircraft					
C (S)	Comprehensive	12,700			**
	Ramp	8,900			**
C	Comprehensive	10,800			**
	Ramp	7,600			***
D	Comprehensive	17,200			**
	Ramp	12,700			**
E	Comprehensive	57,200			**
	Ramp	38,100			**
F	Comprehensive	101,600			**
	Ramp	63,500			**
Total - Domestic (B)					
Corporate Aviation (CA )					
CA - Ground Handling (B )		Ref Annexure II			
Grand Total (A + B)					

REDACTED

\* Ceiling rate as per concession agreement (CA) with Mumbai International Airport Pvt. Ltd dated 14 Nov, 2008 except the Prices for Corporate Aviation. The rate has been recalculated as per clause C of Annexure I of CA, which leads to increase by 27% i.e. difference in WPI Index in January 2012 (158.7) as compare to January 2009 (124.4)

\*\* Currently we are not handling Aircraft falling in this category, however we may get new customers which may have this category of Aircrafts.

\*\*\* As we are providing various services, which are the part of ramp handling services to few domestic Airlines, hence rates can not be compared with ceiling rate, which is for full ramp handling.

Note: The above price is excluding of Government taxes and duties such as Service Tax.




## Annexure - II Price List for Corporate Aviation

### A. Handling Rates \*

TARIFF w.e.f 01.04.2013 to 31.03.2014

Aircraft MTOW (Maximum take off weight)	Domestic Flights		International Flights			
	Mumbai Based Operators	Non Mumbai Based Operators	Indian Registered		Foreign Registered	
	INR	INR	USD	INR **	USD	INR **
0-5000	11,250	12,500	413	22,688	563	30,938
5001-10000	15,625	18,750	825	45,375	938	51,563
10001-20000	25,000	31,250	1,619	89,031	1,688	92,813
20001-30000	27,500	35,000	1,744	95,906	1,813	99,688
30001-40000	38,750	43,750	1,813	99,688	2,000	110,000
40001-50000	42,500	47,500	1,875	103,125	2,188	120,313
50001-70000	47,500	52,500	2,000	110,000	2,375	130,625
70001 and above	93,750	93,750	2,938	161,563	2,938	161,563

\*\* The rates have been converted into INR with estimated exchange rate of 1 USD = INR 55

### B. Cleaning Rates (In INR) \*

Aircraft MTOW	Exterior	Interior
0 to 10,000	5,000	3,750
11,000 to 20,000	7,500	5,625
21,000 to 30,000	11,250	9,375
31,000 to 40,000	15,000	12,500
41,000 to 50,000	18,750	15,000
51,000 to 60,000	21,250	18,750
61,000 to 100,000	25,000	21,250
101,000 to 190,000	31,250	25,000
191,000 to 300,000	37,500	31,250

### C. Transportation Rates (In INR) \*

Vehicle	Per Turnaround
Mercedes	12,500
Teana	6,250
Innova	3,750
13 Seater Bus	9,000
21 Seater Bus	12,500
Bolero	3,750
Scorpio	6,250

\* Prices were not revised since start of the operation i.e. in October 2009, however Wholesale Price Index (WPI) has increased by 29 % (Oct' 09 - 131 vs Jan' 13 - 169.2). Considering the increase in cost of operation, which is evident from WPI increase, we hereby propose to increase the prices by 25% first time in three and half years.

