

16 April 2013

C V Deepak
OSD - II
Airports Economic Regulatory Authority of India
AERA Building, Administrative Block
Safdarjung Airport, New Delhi – 110 003

Dear Sir,

Sub: Re-submission of Annual Tariff Plan for Tariff Year 3, 4 and 5 for Ground Handling at BLR, HYD & TRV

Ref: AERA/20010/MYTP-AIS/GH/TVM/2012-13/3619, dated 18 March 2013

As advised by the Authority, please find attached the Annual Tariff Plan for Tariff Year 3 (FY2013-14), Tariff Year 4 (FY2014-15) and Tariff Year 5 (FY2015-16) for Ground Handling at BLR, HYD & TRV for your kind perusal.

The revised Tariffs are inclusive of prevailing Concession fees, royalty and airport levy charged by the Airport Authority at the respective airports and excluding Govt. taxes.

We trust that you will find the details in line with the AERA guidelines and requirements.

Thanking you.

For Air India SATS Airport Services Private Limited


Nilang Shah
Manager Marketing

Air India SATS Airport Services Private Limited

Correspondence Address:

A-301, Business Square, Andheri – Kurla Road, Chakala, Andheri (East), Mumbai 400069, India

Registered Office Airlines House 113, Gurudwara Rakabganj Road, New Delhi 110001, India
Corporate Identification Number (CIN). U74900DL2010PTC201763

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 AIR INDIA SATS AIRPORT SERVICES PRIVATE LIMITED

I, Sanjay Gupta, aged 40 years resident of Republic of India acting in my official capacity as Chief Financial Officer in M/S Air India SATS Airport Services Private Limited having its registered office at Airlines House, 113 Guna Rakabganj Road, New Delhi 110001 do hereby state and affirm as under that:

1. That I am duly authorized to act for and on behalf of M/S Air India SATS Airport Services Private Limited 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 inter alia:
 - (i) Proposed detailed break-up of Tariff(s) based in clause 1.2 where the Authority has specified a light touch approach for the duration of the Control Period, pursuant to Clause 3.2; and
 - (ii) Justifications are correct and true to my knowledge and belief and nothing material has been concealed there from.


Sanjay Gupta
Chief Financial Officer

Place: Mumbai

Date: 16 April 2013.



Annual Tariff Proposal for Tariff Year 3

Form F14 (b) - Annual Tariff Proposal for Tariff Year 3 - 2013-14

MAXIMUM RATES TO BE PAID BY SCHEDULED AIRLINES FOR COMPREHENSIVE GROUND HANDLING

S/N	Aircraft Types (ICAO Code)	Maximum Ground Handling Rate in INR (FY 2013-14)			
		Scheduled Passenger		Scheduled Freighter	
		Domestic Flight	International Flight	Domestic Flight	International Flight
1	CODE B	17,083	88,260	NA	NA
2	CODE C	26,678	147,528	117,179	156,327
3	CODE D	52,460	201,801	160,070	374,802
4	CODE E	90,158	329,525	188,541	374,802
5	CODE F				

Notes:

- 1) The rates with each Airline will be negotiated based on services required from SGHA service terms (usage of equipment and manpower), flight frequency, service level agreement, credit period and liability and indemnity requirement.
- 2) These rates may be revised, where external economic / financial factors warrant a review. However, any change, will be in consultation with the relevant authorities (AERA) and related stakeholders.
- 3) All charges mentioned above include prevailing concession fee, royalty, airport levy charged by the Airport Authority.
- 4) All charges mentioned above exclude all taxes such as Service Tax, as may be applicable.
- 5) Exchange rate used for contracts signed in USD: 1 USD = 55 INR



MAXIMUM RATES TO BE PAID BY SCHEDULED AIRLINES FOR COMPREHENSIVE GROUND HANDLING

S/N	Aircraft Types (ICAO Code)	Maximum Ground Handling Rate in INR (FY 2014-15)			
		Scheduled Passenger		Scheduled Freighter	
		Domestic Flight	International Flight	Domestic Flight	International Flight
1	CODE B	18,791	97,086	NA	NA
2	CODE C	29,346	162,281	128,897	171,959
3	CODE D	57,706	221,981	176,077	412,282
4	CODE E	99,174	362,478	207,395	412,282
5	CODE F				

Notes:

- 1) The rates with each Airline will be negotiated based on services required from SGHA service items (usage of equipment and manpower), flight frequency, service level agreement, credit period and liability and indemnity requirement.
- 2) These rates may be revised, where external economic / financial factors warrant a review. However, any change will be in consultation with the relevant authorities (AERA) and related stakeholders.
- 3) The proposed ATP for Tariff Year 4 is based on the rates of Tariff Year 3 increased by 10% on account of rate of inflation.
- 4) All charges mentioned above include prevailing concession fee, royalty, airport levy charged by the Airport Authority.
- 5) All charges mentioned above exclude all taxes such as Service Tax, as may be applicable.
- 6) Exchange rate used for contracts signed in USD: 1 USD = 55 INR



MAXIMUM RATES TO BE PAID BY SCHEDULED AIRLINES FOR COMPREHENSIVE GROUND HANDLING

S/N	Aircraft Types (ICAO Code)	Maximum Ground Handling Rate in INR (FY 2015-16)			
		Aircraft		Aircraft	
		Domestic Flight	International Flight	Domestic Flight	International Flight
1	CODE B	20,670	106,795	NA	NA
2	CODE C	32,281	178,509	141,787	189,155
3	CODE D	63,477	244,179	193,685	453,510
4	CODE E	109,091	398,725	228,135	453,510
5	CODE F	-	-	-	-

Notes:

- 1) The rates with each Airline will be negotiated based on services required from SGHA service items (usage of equipment and manpower), flight frequency, service level agreement, credit period and liability and indemnity requirement.
- 2) These rates may be revised, where external economic & financial factors warrant a review. However, any change, will be in consultation with the relevant authorities (AERA) and related stakeholders.
- 3) The proposed ATP for Tariff Year 5 is based on the rates of Tariff Year 4 increased by 10% on account of rate of inflation.
- 4) All charges mentioned above include prevailing concession fee, royalty, airport levy charged by the Airport Authority.
- 5) All charges mentioned above exclude all taxes such as Service Tax, as may be applicable.
- 6) Exchange rate used for contracts signed in USD: 1 USD = 55 INR

