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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

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**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  
CP.No. 12/2013-14/MYTP-AIS/GH/BLR/2011-12

**SUBMISSION OF ANNUAL TARIFF PLAN  
TO  
AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA  
BY  
M/S AIR INDIA SATS AIRPORT SERVICES PRIVATE LIMITED**

**FOR  
GROUND HANDLING  
AT  
BANGALORE INTERNATIONAL AIRPORT  
DATED: 16 APRIL 2013  
(REVISED)**



**AIR INDIA SATS AIRPORT SERVICES PRIVATE LIMITED**

Corporate Office Address: A-301 Business Square, Andheri – Kurla Road, Chakala, Andheri (East),  
Mumbai- 400 093

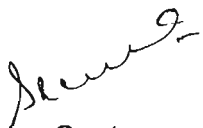
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**BEFORE THE AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA  
AT NEW DELHI**

**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 Guru 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



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# Annual Tariff Proposal for Tariff Year 3

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

## 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 Aircraft		Scheduled Freighter Aircraft	
		Domestic Flight	International Flight	Domestic Flight	International Flight
1	CODE B	11,000	30,800	NA	NA
2	CODE C	14,740	80,300	49,500	120,450
3	CODE D	23,584	121,000	85,800	133,100
4	CODE E	49,500	154,000	103,400	181,500
5	CODE F	88,000	217,800	140,690	261,360

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) All charges mentioned above include existing 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.



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Form F14 (b) - Annual Tariff Proposal for Tariff Year 4

**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 Aircraft		Scheduled Freighter Aircraft	
		Domestic Flight	International Flight	Domestic Flight	International Flight
1	CODE B	12,100	33,880	NA	NA
2	CODE C	16,214	88,330	54,450	132,495
3	CODE D	25,942	133,100	94,380	146,410
4	CODE E	54,450	169,400	113,740	199,650
5	CODE F	96,800	239,580	154,759	287,496

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 existing 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.



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Form F14 (b) - Annual Tariff Proposal for Tariff Year 5

**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)			
		Scheduled Passenger Aircraft		Scheduled Freighter Aircraft	
		Domestic Flight	International Flight	Domestic Flight	International Flight
1	CODE B	13,310	37,268	NA	NA
2	CODE C	17,835	97,163	59,895	145,745
3	CODE D	28,537	146,410	103,818	161,051
4	CODE E	59,895	186,340	125,114	219,615
5	CODE F	106,480	263,538	170,235	316,246

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 existing 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.

