

2012/L/CHQ/MKT/0009/AERA

31 July 2012

Ms Radhika R  
DGM  
AERA Building  
Administrative Complex  
Safdarjung Airport  
New Delhi

**Sub: Submission of Multi Year Tariff Proposal (MYTP) and Annual Tariff Plan (ATP) for Ground Handling Services at Delhi International Airport by Air India SATS Airport Services Private Limited**

Dear Madam,

With reference to submission of MYTP and ATP for ground Handling Services at Delhi International Airport by AISATS, as per the guideline issued by the Authority we are pleased to submit our proposal which contains following:

1. Various forms as per AERA guidelines
2. Sample copy of existing User Agreement between the Service Provider and the User of the Regulated Services

The above submission is for Ground Handling at Delhi International Airport. The submission is in line with the Authority's AERA Guidelines, 2011.

As per guidelines issued by AERA, our services fall under "**Material by Competitive**" category. The materiality assessment and Competition Assessment have been arrived as mentioned below:

1. Materiality Assessment:  $MI_G$  is 24.4% which is  $>5\%$
2. Competition Assessment: 4 service providers

With the above info, it is apparent that we meet the conditions prescribed under the AERA Guidelines for the category of "**Material but Competitive**". For the reasonableness of services provider's agreement the details for the same have also been furnished in our submission. In viwe of the facts submitted we request that our services fall under the "**Light touch Approach**" as er AERA guidelines.

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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

**Confidentiality of the documents submitted**

This proposal contains confidential information in the form of, inter alia, business plans, historical and projected financials and agreements with airport operators that is secret and/or proprietary to Air India SATS Airport Services Private Limited ("AISATS"). This information shall not be disclosed outside the Authority, and shall not be duplicated, used, disclosed or published in whole or in part for any purpose except with the prior written approval of AISATS. Confidential information contained herein is noted on each applicable page. Irreparable competitive disadvantage could result from the release of any confidential information contained in this proposal. If there is a request for disclosure of any confidential information, please notify us in writing allowing us the opportunity to participate in any disclosure discussions.

Thank you.

Yours Sincerely,



Nilang Shah

Manager Marketing

**Air India SATS Airport Services Private Limited**

E-mail: [nilang.shah@aisats.in](mailto:nilang.shah@aisats.in)

Contact: (D) +91-22-3938 7016

(F) +91-22-3938 7001

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Correspondence Address:

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



2013/L/CHQ/MKT/0001/AERA

10 January 2013

Ms Radhika R  
DGM  
AERA Building  
Administrative Complex  
Safdarjung Airport  
New Delhi

**Sub: Submission of revised Multi Year Tariff Proposal (MYTP) for Ground Handling Services at Delhi International Airport by Air India SATS Airport Services Private Limited**

**Ref: AERA/20010/MYTP/AIS/GH/Del/2012-13/2182 dated 24 December 2012**

Dear Madam,

With reference to submission of MYTP for ground Handling Services at Delhi International Airport by AISATS, as per the guideline issued by the Authority we are pleased to submit revised proposal which contains following:

1. Various forms as per AERA guidelines
2. Sample copy of existing User Agreement between the Service Provider and the User of the Regulated Services

The above submission is for Ground Handling at Delhi International Airport. The submission is in line with the Authority's AERA Guidelines, 2011.

Please note, Form 6(a), 6(b) and 6(c), as requested in the letter reference AERA/20010/MYTP/AIS/GH/Del/2012-13/2182 dated 24 December 2012, do not apply to AISATS DEL, as AISATS DEL has not taken any debts. The commencement date of the Ground handling operations is mentioned in the Executive Summary of the submission.

Kindly accept my apology as we will not be able to share the complete Concession Agreement document signed between DIAL & AISATS, as the document is a confidential document between DIAL & AISATS. However, I have attached the first

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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

few pages and the last page (with signatures of all the parties to the agreement) herewith for authority's kind reference and records.

**Confidentiality of the documents submitted**

This proposal contains confidential information in the form of, inter alia, business plans, historical and projected financials and agreements with airport operators that is secret and/or proprietary to Air India SATS Airport Services Private Limited ("AISATS"). This information shall not be disclosed outside the Authority, and shall not be duplicated, used, disclosed or published in whole or in part for any purpose except with the prior written approval of AISATS. Confidential information contained herein is noted on each applicable page. Irreparable competitive disadvantage could result from the release of any confidential information contained in this proposal. If there is a request for disclosure of any confidential information, please notify us in writing allowing us the opportunity to participate in any disclosure discussions.

Thank you.

Yours Sincerely,



Nilang Shah

Manager Marketing

**Air India SATS Airport Services Private Limited**

E-mail: [nilang.shah@aisats.in](mailto:nilang.shah@aisats.in)

Contact: (D) +91-22-3938-7016

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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

CP No. 19/2013-14/AERA/20010/MYTP/AIS/GH/Del/2012-1310

Registered Office: Airlines House, 113, Gurudwara Rakabganj Road, New Delhi 110001, India

Corporate Identification Number (CIN): U74900DL2010PTC201763

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

**FOR  
GROUND HANDLING  
AT  
INDIRA GANDHI INTERNATIONAL AIRPORT, DELHI**

**DATED: 31 JULY 2012**

**REVISION DATE: 4 JANUARY 2013 ✓**

**AIR INDIA SATS AIRPORT SERVICES PRIVATE LIMITED**

Corporate Office Address: A-301 Business Square, Andheri - Kurla Road,  
Chakala, Andheri (East), Mumbai- 400 069



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

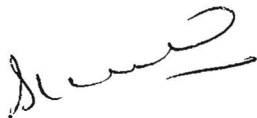
**AT NEW DELHI**

**SUBMISSION OF MULTI YEAR TARIFF PROPOSAL 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) 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.



**Sanjay Gupta**

Chief Financial Officer

Place: Mumbai

Date: 4 January 2012



# Historic ARR and ARR for each Tariff Year

Form F1 (a): Historical and Proposed Aggregate Revenue Requirement:

S.N.		FY 2011-12 Tariff Year 1	FY 2012-13 Tariff Year 2	FY 2013-14 Tariff Year 3	FY 2014-15 Tariff Year 4	FY 2015-16 Tariff Year 5
1	Aggregate Revenue Requirement	833,335,637	1,008,929,484	1,082,482,665	1,097,145,766	1,099,612,113



# Details of Competitors Facility

## Form F1 (b) - Competition Assessment:

S.N.	Details of Competitor Facility
1	Ground Handling at Delhi by: <b>Cambata Aviation Pvt. Ltd.</b>
2	Ground Handling at Delhi by: <b>Celebi Ground Handling Delhi Private Limited</b>
3	Ground handling at Delhi by: <b>Bird Worldwide Flight Services (India) Pvt. Ltd.</b>



# Loan Master

## Form F6(a) - Loan Master:

Perticulars	Last Available Audited Year	Financial year before Tariff Year 1	Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5
<b>Secured Loan</b>							
Repayments during the year							
Interest payments during the year							
Outstanding at the end of the year		NIL	NIL	NIL	NIL	NIL	NIL
<b>Unsecured Load</b>							
Repayments during the year							
Interest payments during the year							
Outstanding at the end of the year		NIL	NIL	NIL	NIL	NIL	NIL



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**Form F6(b) - Summary Statement of Interest & Finance Charges:**

Sr. No.	Perticulars	Last available audited year	Financial Year before Tariff Year 1	Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5
A	1 Interest charges on Government Loans, Bonds and Advances Government Loans Bonds Foreign Currency Loans/Credits Debentures ... Total	NIL	NIL	NIL	NIL	NIL	NIL	NIL
	2 Interest on Long terms Loans/Credits from the Fis/banks/organisations approved by the Government Secured ... Unsecured ... Total	NIL	NIL	NIL	NIL	NIL	NIL	NIL
	Total = 1 + 2	NIL	NIL	NIL	NIL	NIL	NIL	NIL
B	Cost of raising finance & bank charges on project loans							
C	Grand total of interest & finance charges: A + B							
D	Less: interest & finance charges capitalised							
E	net total of interest and finance charges on project related loans							
F	interest on working capital loans							
G	Other interest charges (provide head-wise details)							
H	Total interest and finance charges chargeable to P&L account (E + F + g)	NIL	NIL	NIL	NIL	NIL	NIL	NIL

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**Form F6(c): Contributions, Grants and Subsidies Master**

Contributions																							
Particulars	Source	Total Amount	Last available audited year			Financial year before Tariff Year 1			Tariff Year 1			Tariff Year 2			Tariff Year 3			Tariff Year 4			Tariff Year 5		
			OB	Add.	CB	OB	Add.	CB	OB	Add.	CB	OB	Add.	CB	OB	Add.	CB	OB	Add.	CB	OB	Add.	CB
1		NIL																					
2		NIL																					
Grants																							
Particulars	Source	Total Amount	Last available audited year			Financial year before Tariff Year 1			Tariff Year 1			Tariff Year 2			Tariff Year 3			Tariff Year 4			Tariff Year 5		
			OB	Add.	CB	OB	Add.	CB	OB	Add.	CB	OB	Add.	CB	OB	Add.	CB	OB	Add.	CB	OB	Add.	CB
1		NIL																					
2		NIL																					
Subsidies																							
Particulars	Source	Total Amount	Last available audited year			Financial year before Tariff Year 1			Tariff Year 1			Tariff Year 2			Tariff Year 3			Tariff Year 4			Tariff Year 5		
			OB	Add.	CB	OB	Add.	CB	OB	Add.	CB	OB	Add.	CB	OB	Add.	CB	OB	Add.	CB	OB	Add.	CB
1		NIL																					
2		NIL																					

Legend	
OB	Opening Balance for the year
Add.	Additions during the year
CB	Closing Balance for the year



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**Form F7: Initial Fixed Assets Register FY 2011-12:**

Asset	Useful Economic Life	Original Cost of Fixed Assets	Capital Receipt	Depreciation Rate	Year in Operations	Accumulated Depreciation
Building	15.0		0	7%	0	-
Office equipments	5.0		0	20%	0	-
Electrical equipments	4.0		0	25%	0	-
Computers	3.0	6,069,101	0	33%	0	-
Furniture and fitting	5.0		0	20%	0	-
Plant and machinery	6.0		0	17%	0	-
Ground Support Equipment	6.0	90,313,320	0	17%	0	-
Vehicle	7.0			14%		
<b>Total</b>		<b>96,382,421</b>	<b>-</b>			<b>-</b>

**Initial RAB Valuation:**

Original cost of fixed assets	96,382,421
Accumulated depreciation	-
Capital receipt	-
<b>Initial RAB</b>	<b>96,382,421</b>

Note:

- 1) Please note, AISATS DEL is using GSEs from AI with INR 59 crore, which will be converted to equity in the year 2012-13 hence the RAB base is low.



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**Form F8 (a) - Format for providing asset wise information of stakeholder contribution**

S.N.	Contribution Name	Asset Name	Extent of User Contribution Approved for the Project	Year of Approval	Tenure fro User Contribution Collection	Actual Accumulated Collection till Beginning of Previous Year	Total Collection for Tariff Year 1	Total Collection for Tariff Year 2	Total Collection for Tariff Year 3	Total Collection for Tariff Year 4	Total Collection for Tariff Year 5
1	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL
2	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL
3	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL
4	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL

**Form F8 (b) - Format for providing proposed exclusions from RAB**

Details of Proposed Excluded Assets from RAB						
S.N.	Asset Name	Book Value	Accumulated Depreciation	Justification for Exclusion	Any Land Associated with Asset	It yes, Details of Land
1	NIL	NIL	NIL	NIL	NIL	NIL
2	NIL	NIL	NIL	NIL	NIL	NIL
3	NIL	NIL	NIL	NIL	NIL	NIL
4	NIL	NIL	NIL	NIL	NIL	NIL



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**Form F10 (c) - Year Wise Capital Expenditure Financing Plans**

S.N.	Project Type	FY 2011-12 Tariff Year 1	FY 2012-13 Tariff Year 2	FY 2013-14 Tariff Year 3	FY 2014-15 Tariff Year 4	FY 2015-16 Tariff Year 5
1	Project CAPEX (Internal Accruals)	54,248,306	400,000,000	60,000,000	63,000,000	166,150,000

**Form F10 (d) - Summary Statement of Expenses**

S.N.	Particulars	FY 2011-12 Tariff Year 1	FY 2012-13 Tariff Year 2	FY 2013-14 Tariff Year 3	FY 2014-15 Tariff Year 4	FY 2015-16 Tariff Year 5
1	Interest & Finance Charges Capitalised					
2	Cost of raising Finance & Bank Charges					
3	Other Expenses Capitalised					
4	<b>Total Expenses Being</b>	<b>NIL</b>	<b>NIL</b>	<b>NIL</b>	<b>NIL</b>	<b>NIL</b>

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

Forecast WIP Assets						
S.N.	Particulars	FY 2011-12 Tariff Year 1	FY 2012-13 Tariff Year 2	FY 2013-14 Tariff Year 3	FY 2014-15 Tariff Year 4	FY 2015-16 Tariff Year 5
1	Opening WIP Assets					
2	Additions - New WIP					
3	WIP Capitalized					
4	Closing WIP Assets	NIL	NIL	NIL	NIL	NIL



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**Form F11 (a) - Employee Strength**

S.N.	Particulars	FY 2011-12 Tariff Year 1	FY 2012-13 Tariff Year 2	FY 2013-14 Tariff Year 3	FY 2014-15 Tariff Year 4	FY 2015-16 Tariff Year 5
1	Full Time Employees	2,054	1,789	1,825	1,861	1,899
2	Contractual Employees	na	1,280	1,280	1,280	1,280
	<b>Total (1+2)</b>	<b>2,054</b>	<b>3,069</b>	<b>3,105</b>	<b>3,141</b>	<b>3,179</b>

**Form F11 (b) - Payroll Related Expenditure and Provisions**

S.N.	Particulars	FY 2011-12 Tariff Year 1	FY 2012-13 Tariff Year 2	FY 2013-14 Tariff Year 3	FY 2014-15 Tariff Year 4	FY 2015-16 Tariff Year 5
1	Payroll cost	503,017,295	518,107,814	544,013,205	587,534,261	634,537,002
2	Employee Expenses Capitalised	-	-	-	-	-
	<b>Total (1-2)</b>	<b>503,017,295</b>	<b>518,107,814</b>	<b>544,013,205</b>	<b>587,534,261</b>	<b>634,537,002</b>



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**Form F11 (c) Administrative and General Expenses:**

S.N.	Particulars	FY 2011-12 Tariff Year 1	FY 2012-13 Tariff Year 2	FY 2013-14 Tariff Year 3	FY 2014-15 Tariff Year 4	FY 2015-16 Tariff Year 5
1	Consumption of stores and spares	4,248,562	4,588,447	4,955,523	5,351,965	5,780,122
2	Asset usage charges	19,000,363	20,520,392	22,162,023	23,934,985	25,849,784
3	Freight and transportation charges	647,574	699,380	755,330	815,757	881,017
4	Legal and professional fees	5,706,720	6,163,258	6,656,318	7,188,824	7,763,930
5	Auditor's remuneration	-	-	-	-	-
6	Power and fuel	1,391,852	1,503,200	1,623,456	1,753,333	1,893,599
7	Rent	17,449,361	18,845,310	20,352,935	21,981,169	23,739,663
8	Insurance	-	-	-	-	-
9	Communication	1,169,962	1,263,559	1,364,644	1,473,816	1,591,721
10	Printing and stationery	1,843,934	1,991,449	2,150,765	2,322,826	2,508,652
11	Travelling and conveyance	58,540,183	63,223,398	68,281,270	73,743,772	79,643,273
12	Business promotion	174,369	188,318	203,384	219,655	237,227
13	Bank charges	13,893	15,004	16,204	17,501	18,901
14	Demurage charges	-	-	-	-	-
15	Concession fees	6,070,664	6,556,317	7,080,823	7,647,289	8,259,072
16	Miscellaneous expenses	4,386,617	4,737,547	5,116,551	5,525,875	5,967,945
	<b>Total</b>	<b>120,644,055</b>	<b>130,295,579</b>	<b>140,719,226</b>	<b>151,976,764</b>	<b>164,134,905</b>

**Form F11 (d) - Repairs and Maintenance Expenditure**

S.N.	Particulars	FY 2011-12 Tariff Year 1	FY 2012-13 Tariff Year 2	FY 2013-14 Tariff Year 3	FY 2014-15 Tariff Year 4	FY 2015-16 Tariff Year 5
1	Building	-	-	-	-	-
2	Others (GSE)	3,767,875	3,805,554	3,843,609	3,882,045	4,270,250
	<b>Total</b>	<b>3,767,875</b>	<b>3,805,554</b>	<b>3,843,609</b>	<b>3,882,045</b>	<b>4,270,250</b>



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**Form F11 (e) - Utilities & Outsourcing Expenditure**

S.N.	Particulars	FY 2011-12 Tariff Year 1	FY 2012-13 Tariff Year 2	FY 2013-14 Tariff Year 3	FY 2014-15 Tariff Year 4	FY 2015-16 Tariff Year 5
1	Asset usage charges	19,000,363	20,520,392	22,162,023	23,934,985	25,849,784
2	Freight and transportation charges	647,574	699,380	755,330	815,757	881,017
3	Legal and professional fees	5,706,720	6,163,258	6,656,318	7,188,824	7,763,930
4	Auditor's remuneration	-	-	-	-	-
5	Power and fuel	1,391,852	1,503,200	1,623,456	1,753,333	1,893,599
6	Communication	1,169,962	1,263,559	1,364,644	1,473,816	1,591,721
7	Miscellaneous expenses	4,386,617	4,737,547	5,116,551	5,525,875	5,967,945
	<b>Total</b>	<b>32,303,089</b>	<b>34,887,336</b>	<b>37,678,323</b>	<b>40,692,589</b>	<b>43,947,996</b>

**Form F11 (f) - Other Outflows**

S.N.	Particulars	FY 2011-12 Tariff Year 1	FY 2012-13 Tariff Year 2	FY 2013-14 Tariff Year 3	FY 2014-15 Tariff Year 4	FY 2015-16 Tariff Year 5
A						
B						
C						
	<b>Grand Total</b>	<b>NIL</b>	<b>NIL</b>	<b>NIL</b>	<b>NIL</b>	<b>NIL</b>



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# Historical and Forecasted Volume

12 (b) (c)

## Form F12 (a)-Historical and Projected Aircraft Movements:

Year	Domestic (Landing)			International (Landing)		
	Optimistic	Most Likely	Conservative	Optimistic	Most Likely	Conservative
2008-2009		157,896			59,218	
2009-2010		165,789			63,438	
2010-2011		180,791			74,758	
2011-2012		215,397			76,937	
2012-2013	226,167	224,013	221,859	82,323	81,553	80,784
2013-2014	235,214	232,973	230,733	87,262	86,446	85,631
2014-2015	244,622	242,292	239,963	92,498	91,633	90,769
2015-2016	254,407	251,984	249,561	98,048	97,131	96,215
2016-2017	264,583	259,544	259,544	103,930	101,988	101,988
2017-2018	272,521	267,330	267,330	109,127	107,087	107,087
2018-2019	280,696	275,350	275,350	114,583	112,441	112,441
2019-2020	289,117	282,233	283,610	120,312	116,939	118,064
2020-2021	296,345	289,289	290,700	125,125	121,617	122,786
2020-2021	303,754	296,522	297,968	130,130	126,481	127,698

Note:

- 1) We predict an average growth rate of 5% over the next 5 years.



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**AIR INDIA SATS AIRPORT SERVICES PRIVATE LIMITED**

Tariff(s) for Ground Handling Services at IGI Airport, New Delhi.

Form F 14 (b) - Annual Tariff Proposal for Tariff Year 2 (2012-13)

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

Sl. No.	Aircraft Types (ICAO Code)	Maximum Ground Handling Rate in INR			
		Scheduled Passenger		Scheduled Freighter Aircraft	
		Domestic Flight	International Flight	Domestic Flight	International Flight
1.	CODE B	14,351	63,054	-	-
2.	CODE C	12,204	105,316	64,862	86,671
3.	CODE D	19,323	173,003	114,356	152,550
4.	CODE E	64,410	203,287	134,696	179,557
5.	CODE F	114,582	283,630	183,173	244,193

Notes :

- 1) To achieve the projected ARR only maximum ground handling rates have been suggested for Airlines as user agreements will be entered into with each Airline based on the IATA AHM 810 STANDARD GROUND HANDLING AGREEMENT 1998 or 2004 or 2008 (SGHA).
- 2) 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.
- 3) 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.
- 4) All charges mentioned above include prevailing third party charges such as concession fee, royalty, airport levy charged by the Airport Authority at the time of submission.
- 5) All charges mentioned above exclude taxes which will be charged at the prevailing rates.
- 6) Exchange rate used for contracts signed in USD: 1 USD = 55 INR

**AIR INDIA SATS AIRPORT SERVICES PRIVATE LIMITED**

Tariff(s) for Ground Handling Services at IGI Airport, New Delhi.

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

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

Sl. No.	Aircraft Types (ICAO Code)	Maximum Ground Handling Rate in INR			
		Scheduled Passenger		Scheduled Freighter Aircraft	
		Domestic Flight	International Flight	Domestic Flight	International Flight
1.	CODE B	14,351	63,054	-	-
2.	CODE C	12,204	105,316	64,862	86,671
3.	CODE D	19,323	173,003	114,356	152,550
4.	CODE E	64,410	203,287	134,696	179,557
5.	CODE F	114,582	283,630	183,173	244,193

Notes :

- 1) To achieve the projected ARR only maximum ground handling rates have been suggested for Airlines as user agreements will be entered into with each Airline based on the IATA AHM 810 STANDARD GROUND HANDLING AGREEMENT 1998 or 2004 or 2008 (SGHA).
- 2) 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.
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- 4) All charges mentioned above include prevailing third party charges such as concession fee, royalty, airport levy charged by the Airport Authority at the time of submission.
- 5) All charges mentioned above exclude taxes which will be charged at the prevailing rates.
- 6) Exchange rate used for contracts signed in USD: 1 USD = 55 INR

**AIR INDIA SATS AIRPORT SERVICES PRIVATE LIMITED**

Tariff(s) for Ground Handling Services at IGI Airport, New Delhi.

Form F 14 (b) - Annual Tariff Proposal for Tariff Year 1 (2011-12)

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

Sl. No.	Aircraft Types (ICAO Code)	Maximum Ground Handling Rate in INR			
		Scheduled Passenger		Scheduled Freighter Aircraft	
		Domestic Flight	International Flight	Domestic Flight	International Flight
1.	CODE B	11,300	49,720	-	-
2.	CODE C	9,605	83,055	51,189	68,365
3.	CODE D	15,255	136,504	90,174	120,322
4.	CODE E	50,850	160,404	106,220	141,640
5.	CODE F	90,400	223,740	144,527	192,665

## Notes :

- 1) To achieve the projected ARR only maximum ground handling rates have been suggested for Airlines as user agreements will be entered into with each Airline based on the IATA AHM 810 STANDARD GROUND HANDLING AGREEMENT 1998 or 2004 or 2008 (SGHA) ,
- 2) 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.
- 3) 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.
- 4) All charges mentioned above include prevailing third party charges such as concession fee, royalty, airport levy charged by the Airport Authority at the time of submission.
- 5) All charges mentioned above exclude taxes which will be charged at the prevailing rates.
- 6) Exchange rate used for contracts signed in USD: 1 USD = 55 INR

**AIR INDIA SATS AIRPORT SERVICES PRIVATE LIMITED**

Tariff(s) for Ground Handling Services at IGI Airport, New Delhi.

Form F 14 (b) - Annual Tariff Proposal for Tariff Year 4 (2014-15)

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

Sl. No.	Aircraft Types (ICAO Code)	Maximum Ground Handling Rate in INR			
		Scheduled Passenger		Scheduled Freighter Aircraft	
		Domestic Flight	International Flight	Domestic Flight	International Flight
1.	CODE B	14,351	63,054	-	-
2.	CODE C	12,204	105,316	64,862	86,671
3.	CODE D	19,323	173,003	114,356	152,550
4.	CODE E	64,410	203,287	134,696	179,557
5.	CODE F	114,582	283,630	183,173	244,193

Notes :

- 1) To achieve the projected ARR only maximum ground handling rates have been suggested for Airlines as user agreements will be entered into with each Airline based on the IATA AHM 810 STANDARD GROUND HANDLING AGREEMENT 1998 or 2004 or 2008 (SGHA).
- 2) 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.
- 3) 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.
- 4) All charges mentioned above include prevailing third party charges such as concession fee royalty, airport levy charged by the Airport Authority at the time of submission.
- 5) All charges mentioned above exclude taxes which will be charged at the prevailing rates.
- 6) Exchange rate used for contracts signed in USD: 1 USD = 55 INR