



Menzies Aviation Bobba (B'lore) Pvt. Ltd.

December 29, 2011

Without Prejudice

Capt. Kapil Chowdhury
Secretary
Airports Economic Regulatory Authority of India
New Delhi - 110 003

Subject: Submission of Annual Tariff Plan for First Tariff Period 2011-12(1-4-11 to 31-3-12)

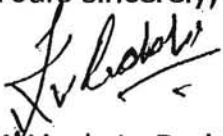
Ref: Your Order No.21/2011-12 issued on : 25-10-2011

Dear Sir,

We are in receipt of the Order referred above and acknowledge the same. In accordance with No. 7(ii) of the above referred order we are submitting Annual Tariff Plan for the first Tariff Period i.e., 2011-12 (1-4-11 to 31-3-12) for your kind consideration.

We request you to call us for any further information/ Clarifications and give us an opportunity to present before you in case warranted.

Thanking you,
Yours sincerely,


K. Venkata Reddy
CEO



Form B: (ref. Section A 1.8 of Appendix 5)



BEFORE THE AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA

AT NEW DELHI

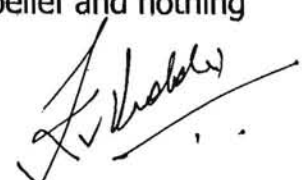
**SUBMISSION OF PROPOSAL FOR DETERMINATION OF ANNUAL TARIFF FOR
AND ON BEHALF OF:**

M/s. Menzies Aviation Bobba (Bangalore) Private Limited
Plot C-04L, Bangalore International Airport,
Devanahalli, Bangalore – 560 300

I, K.Venkata Reddy aged 46 years resident of Bangalore acting in my official capacity as Chief Executive Officer in M/s. Menzies Aviation Bobba (Bangalore) Private Limited having its registered office at Plot C-04L, Bangalore International Airport, Devanahalli, Bangalore do hereby state and affirm as under that:

1. That I am duly authorized to act for and on behalf of M/s. Menzies Aviation Bobba (Bangalore) Private Limited in the matter of making this submission before the Airports Economic Regulatory 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 as CEO and the facts stated herein are based on official records;
4. The contents of the Annual Tariff Proposal submission which include inter alia
 - (i) proposed detailed break-up of Tariff(s) based on Clause 11.2 where the authority has specified a light touch approach for the duration of the 1st 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

Place: Bangalore
Date: December 29, 2011


K.Venkata Reddy
Chief Executive Officer



Menzie's Aviation Bobba (Bangalore) Pvt Ltd

Form F14 (b) - Annual Tariff Proposal For Tariff Year 1 (1-4-2011 to 31-3-2012)

MAXIMUM RATES TO BE PAID BY FREIGHT FORWARDER FOR INTERNATIONAL CARGO

S.N.	LIST OF CHARGES	FY 2011-12 (1-4-2011 to 31-3-2012)	
		Tariff Year 1	
		MAX. RATE in INR for Items not measurable per kg Basis	MAX. RATE PER KG in INR
A) INTERNATIONAL CARGO			
EXPORT CARGO			
1	TERMINAL, STORAGE AND PROCESSING CHARGE [TSP] - (per Shipping Bill)		
a)	General cargo	125	1.05
b)	Special cargo (AVI)	250	1.58
c)	PER/DGR/VAL cargo	250	2.73
2	CUSTOMS CARGO SERVICE PROVIDER CHARGE [CCSP] - (per Shipping Bill)	25	0.25
3	DEMURRAGE / STORAGE CHARGE (rate per kg per day)		
a)	General cargo	130	0.84
b)	Special cargo (AVI)	250	1.58
c)	PER/DGR/VAL cargo	250	2.73
4	COURIER HANDLING CHARGE	150	1.58
5	PACKING/REPACKING/STRAPPING CHARGE	5/-Per Carton/Bag	
6	RETURN CARGO CHARGE	500/AWB	
7	AIR WAYBILL AMENDMENT CHARGE	100/AWB	
8	WEIGHT / VOLUME MIS-DECLARATION CHARGE		
a)	2-5% variation	2 times	
b)	More than 5% variation	5 times	
9	OVERTIME CHARGE (beyond customs working hours)	50/- per Shipping Bill	
	VAL cargo	1000/- per AWB	
IMPORT CARGO			
1	TERMINAL, STORAGE AND PROCESSING CHARGE [TSP] - (per Bill of Entry)		
a)	General cargo/Unaccompanied Baggage	125	5.15
b)	Special cargo (AVI)	250	10.29
c)	PER/DGR/VAL cargo	250	10.29
2	CUSTOMS CARGO SERVICE PROVIDER CHARGE [CCSP] - (per HAWB)	25	1.31
3	DEMURRAGE / STORAGE CHARGE (rate per kg per 24 hours)		0.00
a	General cargo		0.00
i)	Flight Actual Time of Arrival (ATA) plus 72 hours	No Charges	No Charges
ii)	Cargo cleared between 72 hours and 120 hours	320	1.58
iii)	Cargo cleared between 120 hours and 720 hours	320	2.94
iv)	Cargo cleared after 720 hours	320	4.41
b	Special cargo (AVI)		
i)	Flight Actual Time of Arrival (ATA) plus 72 hours	No Charges	No Charges
ii)	Cargo cleared between 72 hours and 120 hours	625	2.94
iii)	Cargo cleared between 120 hours and 720 hours	625	5.88
iv)	Cargo cleared after 720 hours	625	8.82
c	PER/DGR/VAL cargo		
i)	Flight Actual Time of Arrival (ATA) plus 72 hours	No Charges	No Charges
ii)	Cargo cleared between 72 hours and 120 hours	1275	5.88
iii)	Cargo cleared between 120 hours and 720 hours	1275	11.81
iv)	Cargo cleared after 720 hours	1275	17.69

Page 1/5



4.	COURIER HANDLING CHARGE	200	5.78
5.	AIR WAYBILL AMENDMENT CHARGE	100/- per AWB	
6	TRANSHIPMENT CHARGE- International to Domestic		
a	General cargo	125	1.89
b	PER/DGR/VAL/AVI cargo	235	1.89
	Documentation Charges	100/AWB	
7	OVERTIME CHARGE (beyond customs working hours)		
a	General cargo	200/- per Bill of Entry	
b	VAL cargo	1000/- per AWB	
8	PACKING/REPACKING/STRAPPING CHARGE	5/-Per Carton/Bag	

Note: Applicable for international and domestic handling

(1) Consignments of Human Remains, Coffins including Unaccompanied Baggage of the deceased and Human Eyes will be exempted from the purview of the TSP and Demurrage charges.

(2) The Charges will be levied on "Gross Weight" or "Chargeable Weight " whichever is higher. Wherever there is a mis declaration of the Gross or chargeable weight on the AWB, the actual Gross weight or Actual Chargeable weight will be used for the charges which ever is higher.

(3) Storage Charges

Export Cargo - Shall be one working day (24hrs) for examination/processing by Shipper's on 'Per Kg Per day'.

Import Cargo - Free period shall be 72 hours from the Actual time of arrival of flight. For the next 48 hours , demurrage will be charged at "Per Kg Per Day" on non cumulative basis, provided the consignment is cleared within 120 hrs. If the clearance is effected after 120 hrs (from the time of landing) demurrage will accrue for the entire period from the Actual time of arrival of flight.

(subject to regulations of Government as pronounced from time to time.)

(4) 50% of the General Cargo Charges will be applicable to Newspapers (Daily) TV Reels. Applicable to per kilo charge only.

(5) All bills will be rounded off to the next INR 5 as per IATA rules.

(6) VAL Cargo consists of Gold Bullion, Currency Notes, Shares, Shares Coupons, Traveller's Cheques, Diamonds (Incl Diamonds for Industrial Use), Diamond Jewellery, Watches made of Silver, Gold, Platinum and items valued at USD 1000/Kg and above.

(7) Special Cargo (AVI) consist of Live Animals and Day old chicks

(8) For Consolidation TP Cargo-TSP Charges will be levied to all types of Cargo, in addition to Transhipment charges mentioned above . Demurrage Charges will be applicable as per General Cargo tariff.

(9) No Outside Labour will be allowed to handle the cargo in the Terminal

(10) All charges above are excluding Service Tax. Service Tax will be charged as per rules.

(11) All charges mentioned above include concession fee charged by the Airport Operator

(12) Complete shipment should be physically available prior to payment of TSP charges



Form F14 (b) - Annual Tariff Proposal For Tariff Year 1 for the year from 1-4-2011 to 31-3-2012

MAXIMUM RATES TO BE PAID BY FREIGHT FORWARDER FOR DOMESTIC CARGO

S.N.	LIST OF CHARGES	FY 2011-12 (1-4-2011 to 31-3-2012)	
		Tariff Year 1	
		MAX. RATE in INR for items not measurable per kg Basis	MAX. RATE PER KG in INR
B) DOMESTIC CARGO			
OUTBOUND CARGO			
1	TERMINAL, STORAGE AND PROCESSING CHARGE [TSP]		
a)	General cargo	100/AWB	0.68
b)	Special cargo (AVI)	200/AWB	2.15
c)	PER/DGR/VAL cargo	200/AWB	2.15
2	DEMURRAGE / STORAGE CHARGE (rate per kg per day)		
a)	General cargo	125/AWB	0.68
b)	Special cargo (AVI)	200/AWB	2.15
c)	PER/DGR/VAL cargo	200/AWB	2.15
3	COURIER HANDLING CHARGE	100/AWB	0.68
4	PACKING/REPACKING/STRAPPING CHARGE	5/- per Carton/Bag	
5	RETURN CARGO CHARGE	100/AWB	
6	AIR WAYBILL AMENDMENT CHARGE	100/AWB	
INBOUND CARGO			
1	TERMINAL, STORAGE AND PROCESSING CHARGE [TSP]		
a)	General cargo/Unaccompanied Baggage	125/AWB	1.16
b)	Special cargo (AVI)	200/AWB	2.21
c)	PER/DGR/VAL cargo	200/AWB	2.21
2	DEMURRAGE / STORAGE CHARGE (rate per kg per 24 hours)		
a	General cargo	200/AWB	1.31
b	Special cargo (AVI)	250/AWB	2.31
c	PER/DGR/VAL cargo	250/AWB	2.31
3	COURIER HANDLING CHARGE	250/AWB	1.16
4	AIR WAYBILL AMENDMENT CHARGE	100/AWB	
5	PACKING/REPACKING/STRAPPING CHARGE	5/- per Carton/Bag	

Note: Applicable for international and domestic handling

(1) Consignments of Human Remains, Coffins including Unaccompanied Baggage of the deceased and Human

(2) The Charges will be levied on "Gross Weight" or "Chargeable Weight " whichever is higher. Wherever there is a

(3) Storage Charges

Export Cargo - Shall be one working day (24hrs) for examination/processing by Shipper's on 'Per Kg Per day'.

Import Cargo - Free period shall be 72 hours from the Actual time of arrival of flight. For the next 48 hours, demurrage will be charged at "Per Kg Per Day" on non cumulative basis, provided the consignment is cleared within 120 hrs. If the clearance is effected after 120 hrs (from the time of landing) demurrage will accrue for the entire period from the Actual time of arrival of flight.

(subject to regulations of Government as pronounced from time to time.)

(4) 50% of the General Cargo Charges will be applicable to Newspapers (Daily) TV Reels. Applicable to per kilo charge only.

Page 3/5



All bills will be rounded off to the next INR 5 as per IATA rules.

- (6) VAL Cargo consists of Gold Bullion, Currency Notes, Shares, Shares Coupons, Traveller's Cheques, Diamonds (Incl Diamonds for Industrial Use), Diamond Jewellery, Watches made of Silver, Gold, Platinum and items valued at USD 1000/Kg and above.
- (7) Special Cargo (AVI) consist of Live Animals and Day old chicks
- (8) For Consolidation TP Cargo-TSP Charges will be levied to all types of Cargo, in addition to Transhipment charges mentioned above . Demurrage Charges will be applicable as per General Cargo tariff.
- (9) No Outside Labour will be allowed to handle the cargo in the Terminal
- (10) All charges above are excluding Service Tax. Service Tax will be charged as per rules.
- (11) All charges mentioned above include concession fee charged by the Airport Operator
- (12) Complete shipment should be physically available prior to payment of TSP charges

Page 4/5



MAXIMUM CHARGES PAYABLE BY AIRLINES

S.N.	Description of Service	Unit	FY 2011-12 (1-4-2011 to 31-3-2012)	
			Tariff Year 1	
			MAX. RATE in INR for items not measurable per kg Basis	MAX. RATE PER KG in INR
A) INTERNATIONAL CARGO				
EXPORT CARGO				
1	Palletisation	Per Kg	362 Per flight	1.47
2	Courier /Mail Charges	Per Kg	362 Per flight	1.59
3	DEMURRAGE / STORAGE CHARGE (rate per kg per day)			
a)	General Export Cargo	Per Kg	300/AWB	1.97
b)	Valuable/Perishable/Hazardous Cargo/Live Animals etc.,	Per Kg	301/AWB	3.93
4	X-Ray charges	Per Kg	132/AWB	2.48
5	Electronic Data submission for Customs/FLIGHT			
IMPORT CARGO				
1	De-Palletisation	Per Kg	362 Per flight	1.38
2	CUSTOMS CARGO SERVICE PROVIDER CHARGE [CCSP] - (per HAWB)			
3	DEMURRAGE / STORAGE CHARGE (rate per kg per 24 hours)			
a)	General Export Cargo	Per Kg	300/AWB	1.97
b)	Valuable/Perishable/Hazardous Cargo/Live Animals etc.,	Per Kg	350/AWB	5.26
4	Electronic Data submission for Customs/FLIGHT			
TRANSHIPMENT CHARGES				
1	Transshipment charges-International to International			
	General Cargo	Per Kg	169/AWB	2.38
	Special Cargo	Per Kg	325/AWB	2.38
	Transshipment charges-International to Domestic			
	General Cargo	Per Kg	169/AWB	2.38
	Special Cargo	Per Kg	325/AWB	2.38
B) DOMESTIC CARGO				
OUTBOUND CARGO				
1	Palletisation	Per Kg	277 Per flight	1.07
2	Courier /Mail Charges	Per Kg	277 Per flight	1.07
3	DEMURRAGE / STORAGE CHARGE (rate per kg per day)			
a)	General Cargo			
b)	Valuable/Perishable/Hazardous Cargo/Live Animals etc.,			
4	X-Ray Charges	Per Kg	138/AWB	1.89
5	Electronic Data submission for Customs/FLIGHT			
INBOUND CARGO				
1	De-Palletisation	Per Kg	277 Per flight	1.07
2	Courier /Mail Charges	Per Kg	277 Per flight	1.07
3	DEMURRAGE / STORAGE CHARGE (rate per kg per 24 hours)			
a)	General Export Cargo			
b)	Valuable/Perishable/Hazardous Cargo/Live Animals etc.,			
4	Electronic Data submission for Customs/FLIGHT			

NOTE:

- The above rates are Maximum rates. These are the rates planned to be charged to achieve the projected ARR for the control period from 1-4-11 to 31-3-12.
- User agreements(Airlines or their agents) shall have the rates subject to maximum specified above.
The agreements are in line with the IATA, AHM 810 Standard Ground Handling Agreement 2004/2008 (SGHA) as amended from time to time with mutual consent by Airline and Menzies Bobba.
- The rates to each Airline are based on negotiations and as agreed between the Service Provider (MABB) and the Airline depending on the specific service levels agreed such as Usage of equipment, credit period, indemnity/ insurance, and other services necessary thought fit by each Airline depending on its specific requirement.





March 21, 2012

Menzies Aviation Bobba
(B'lore) Pvt. Ltd.

Plot No. C-04L
Bengaluru International Airport
Devanahalli, Bengaluru - 560 300
INDIA

T: +91 80 2201 8048
F: +91 80 2201 8001

www.menziesbobba.com

Mr. C.V. Deepak
Officer on Special Duty-II
Airports Economic Regulatory Authority of India
New Delhi - 110 003

Dear Sir,

Subject: Submission of Annual Tariff Plan for Second Tariff Period 2012-13(1-4-12 to 31-3-13)

With reference to the above cited kindly find enclosed Annual Tariff Proposal for Tariff Period 2. We request you to kindly call us for any further information or explanation in this regard.

Thanking you

Yours sincerely,

R. Venkata Reddy
Chief Executive Officer.





Menzies Aviation Bobba (B'lore) Pvt. Ltd.

Form B: (ref. Section A 1.8 of Appendix 5)

BEFORE THE AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA

AT NEW DELHI

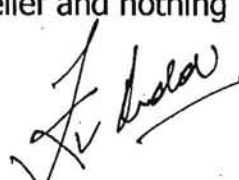
**SUBMISSION OF PROPOSAL FOR DETERMINATION OF ANNUAL TARIFF FOR
AND ON BEHALF OF:**

M/s. Menzies Aviation Bobba (Bangalore) Private Limited
Plot C-04L, Bangalore International Airport,
Devanahalli, Bangalore – 560 300

I, K.Venkata Reddy aged 46 years resident of Bangalore acting in my official capacity as Chief Executive Officer in M/s. Menzies Aviation Bobba (Bangalore) Private Limited having its registered office at Plot C-04L, Bangalore International Airport, Devanahalli, Bangalore do hereby state and affirm as under that:

1. That I am duly authorized to act for and on behalf of M/s. Menzies Aviation Bobba (Bangalore) Private Limited in the matter of making this submission before the Airports Economic Regulatory 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 as CEO and the facts stated herein are based on official records;
4. The contents of the Annual Tariff Proposal submission which include inter alia
 - (i) proposed detailed break-up of Tariff(s) based on Clause 11.2 where the authority has specified a light touch approach for the duration of the 2nd 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

Place: Bangalore
Date: March 2, 2012


K.Venkata Reddy
Chief Executive Officer



MAXIMUM RATES TO BE PAID BY FREIGHT FORWARDER FOR INTERNATIONAL CARGO

S.N.	LIST OF CHARGES	FY 2012-13 Tariff Year 2	
		MINIMUM RATE in INR	RATE PER KG in INR
A) INTERNATIONAL CARGO			
EXPORT CARGO			
1	TERMINAL, STORAGE AND PROCESSING CHARGE [TSP] - (per Shipping Bill)		
a)	General cargo	131	1.10
b)	Special cargo (AVI)	263	1.65
c)	PER/DGR/VAL cargo	263	2.87
2	CUSTOMS CARGO SERVICE PROVIDER CHARGE [CCSP] - (per Shipping Bill)	26	0.26
3	DEMURRAGE / STORAGE CHARGE (rate per kg per day)		
a)	General cargo	137	0.88
b)	Special cargo (AVI)	263	1.65
c)	PER/DGR/VAL cargo	263	2.87
4	COURIER HANDLING CHARGE	158	1.65
5	PACKING/REPACKING/STRAPPING CHARGE	6/- Per Carton/Bag	
6	RETURN CARGO CHARGE	525/AWB	
7	AIR WAYBILL AMENDMENT CHARGE	105/AWB	
8	WEIGHT / VOLUME MIS-DECLARATION CHARGE		
a)	2-5% variation	2 times	
b)	More than 5% variation	5 times	
9	OVERTIME CHARGE (beyond customs working hours)	53/- per Shipping Bill	
	VAL cargo	1050/- per AWB	
IMPORT CARGO			
1	TERMINAL, STORAGE AND PROCESSING CHARGE [TSP] - (per Bill of Entry)		
a)	General cargo/Unaccompanied Baggage	131	5.40
b)	Special cargo (AVI)	263	10.80
c)	PER/DGR/VAL cargo	263	10.80
2	CUSTOMS CARGO SERVICE PROVIDER CHARGE [CCSP] - (per HAWB)	26	1.38
3	DEMURRAGE / STORAGE CHARGE (rate per kg per 24 hours)		
a	General cargo		
i)	Flight Actual Time of Arrival (ATA) plus 72 hours	No Charges	
ii)	Cargo cleared between 72 hours and 120 hours	336	1.65
iii)	Cargo cleared between 120 hours and 720 hours	336	3.09
iv)	Cargo cleared after 720 hours	336	4.63
b	Special cargo (AVI)		
i)	Flight Actual Time of Arrival (ATA) plus 72 hours	No Charges	
ii)	Cargo cleared between 72 hours and 120 hours	656	3.09
iii)	Cargo cleared between 120 hours and 720 hours	656	6.17
iv)	Cargo cleared after 720 hours	656	9.26
c	PER/DGR/VAL cargo		
i)	Flight Actual Time of Arrival (ATA) plus 72 hours	No Charges	
ii)	Cargo cleared between 72 hours and 120 hours	1339	6.17
iii)	Cargo cleared between 120 hours and 720 hours	1339	12.40
iv)	Cargo cleared after 720 hours	1339	18.58
4	COURIER HANDLING CHARGE	210	6.06

Page. 1/ 5

Page. 1/5

-182-

5	AIR WAYBILL AMENDMENT CHARGE	105/- per AWB	
6	TRANSHIPMENT CHARGE- International to Domestic		
a	General cargo	131	1.98
b	PER/DGR/VAL/AVI cargo	247	1.98
	Documentation Charges	105/AWB	
7	OVERTIME CHARGE (beyond customs working hours)		
a	General cargo	210/- per Bill of Entry	
b	VAL cargo	1050/- per AWB	
8	PACKING/REPACKING/STRAPPING CHARGE	10/- Per Carton/Bag	

Note: Applicable for international and domestic handling

(1) Consignments of Human Remains, Coffins including Unaccompanied Baggage of the deceased and Human Eyes will be exempted from the purview of the TSP and Demurrage charges.

(2) The Charges will be levied on "Gross Weight" or "Chargeable Weight" whichever is higher. Wherever there is a mis declaration of the Gross or chargeable weight on the AWB, the actual Gross weight or Actual Chargeable weight will be used for the charges which ever is higher.

(3) Storage Charges

Export Cargo - Shall be one working day (24hrs) for examination/processing by Shipper's on 'Per Kg Per day'.

Import Cargo - Free period shall be 72 hours from the Actual time of arrival of flight. For the next 48 hours, demurrage will be charged at "Per Kg Per Day" on non cumulative basis, provided the consignment is cleared within 120 hrs. If the clearance is effected after 120 hrs (from the time of landing) demurrage will accrue for the entire period from the Actual time of arrival of flight.

(4) 50% of the General Cargo Charges will be applicable to Newspapers (Daily) TV Reels. Applicable to per kilo charge only

(5) All bills will be rounded off to the next INR 5 as per IATA rules.

(6) VAL Cargo consists of Gold Bullion, Currency Notes, Shares, Shares Coupons, Traveller's Cheques, Diamonds (Incl Diamonds for Industrial Use), Diamond Jewellery, Watches made of Silver, Gold, Platinum and items valued 1000/Kg

(7) Special Cargo (AVI) consist of Live Animals and Day old chicks

(8) For Consolidation TP Cargo-TSP Charges will be levied to all types of Cargo, in addition to Transhipment charges mentioned above. Demurrage Charges will be applicable as per General Cargo tariff.

(9) No Outside Labour will be allowed to handle the cargo in the Terminal

(10) All charges above are excluding Service Tax or any other taxes or levies that existing or to be introduced. Such Taxes and levies shall be charged extra on the above prices.

(11) All charges mentioned above include concession fee charged by the Airport Operator

(12) Complete shipment should be physically available prior to payment of TSP charges

Page.2/5



Form F14 (b) - Annual Tariff Proposal For Tariff Year 2

MAXIMUM RATES TO BE PAID BY FREIGHT FORWARDER FOR DOMESTIC CARGO

S.N.	LIST OF CHARGES	FY 2012-13 Tariff Year 2	
		MINIMUM RATE in INR	RATE PER KG in INR
B) DOMESTIC CARGO			
OUTBOUND CARGO			
1	TERMINAL, STORAGE AND PROCESSING CHARGE [TSP]		
a)	General cargo	105/AWB	0.72
b)	Special cargo (AVI)	210/AWB	2.26
c)	PER/DGR/VAL cargo	210/AWB	2.26
2	DEMURRAGE / STORAGE CHARGE (rate per kg per day)		
a)	General cargo	131/AWB	0.72
b)	Special cargo (AVI)	210/AWB	2.26
c)	PER/DGR/VAL cargo	210/AWB	2.26
3	COURIER HANDLING CHARGE	105/AWB	0.72
4	PACKING/REPACKING/STRAPPING CHARGE	6/- per Carton/Bag	
5	RETURN CARGO CHARGE	105/AWB	
6	AIR WAYBILL AMENDMENT CHARGE	105/AWB	
INBOUND CARGO			
1	TERMINAL, STORAGE AND PROCESSING CHARGE [TSP]		
a)	General cargo/Unaccompanied Baggage	131/AWB	1.21
b)	Special cargo (AVI)	210/AWB	2.32
c)	PER/DGR/VAL cargo	210/AWB	2.32
2	DEMURRAGE / STORAGE CHARGE (rate per kg per 24 hours)		
a	General cargo	210/AWB	1.38
b	Special cargo (AVI)	263/AWB	2.43
c	PER/DGR/VAL cargo	263/AWB	2.43
3	COURIER HANDLING CHARGE	263/AWB	1.21
4	AIR WAYBILL AMENDMENT CHARGE	105/AWB	
5	PACKING/REPACKING/STRAPPING CHARGE	6/- per Carton/Bag	

Note: Applicable for international and domestic handling

(1) Consignments of Human Remains, Coffins including Unaccompanied Baggage of the deceased and Human Eyes will

(2) The Charges will be levied on "Gross Weight" or "Chargeable Weight" whichever is higher. Wherever there is a mis

(3) Storage Charges

Export Cargo - Shall be one working day (24hrs) for examination/processing by Shipper's on 'Per Kg Per day'.

Import Cargo - Free period shall be 72 hours from the Actual time of arrival of flight. For the next 48 hours, demurrage will be charged at "Per Kg Per Day" on non commulative basis, provided the consignment is cleared within 120 hrs. If the clearance is effected after 120 hrs (from the time of landing) demurrage will accrue for the entire period from the Actual time of arrival of flight.

(4) 50% of the General Cargo Charges will be applicable to Newspapers (Daily) TV Reels. Applicable to per kilo charge only.

(5) All bills will be rounded off to the next INR 5 as per IATA rules.

Page 3/5

(6) VAL Cargo consists of Gold Bullion, Currency Notes, Shares, Shares Coupons, Traveller's Cheques, Diamonds



13
-184-
(Incl Diamonds for Industrial Use), Diamond Jewellery, Watches made of Silver, Gold, Platinum and items valued at USD 1000/Kg and above.

- (7) Special Cargo (AVI) consist of Live Animals and Day old chicks
- (8) For Consolidation TP Cargo-TSP Charges will be levied to all types of Cargo, in addition to Transhipment charges mentioned above . Demurrage Charges will be applicable as per General Cargo tariff.
- (9) No Outside Labour will be allowed to handle the cargo in the Terminal
- (10) All charges above are excluding Service Tax or any other taxes or levies that existing or to be introduced. Such Taxes and levies shall be charged extra on the above prices.
- (11) All charges mentioned above include concession fee charged by the Airport Operator
- (12) Complete shipment should be physically available prior to payment of TSP charges

Page.4/5



14
-185-

MAXIMUM CHARGES PAYABLE BY AIRLINES

S.N.	Description of Service	FY 2012-13 Tariff Year 2	
		MINIMUM RATE in INR	RATE PER KG in INR
A) INTERNATIONAL CARGO			
EXPORT CARGO			
1	Palletisation	380 Per flight	1.59
2	Courier /Mail Charges	380 Per flight	1.67
3	DEMURRAGE / STORAGE CHARGE (rate per kg per day)		
a)	General Export Cargo	315/AWB	2.12
b)	Valuable/Perishable/Hazardous Cargo/Live Animals etc.,	316/AWB	4.25
4	x-Ray charges	139/AWB	2.68
5	Electronic Data submission for Customs/FLIGHT		
IMPORT CARGO			
1	De-Palletisation	380 Per flight	1.49
2	CUSTOMS CARGO SERVICE PROVIDER CHARGE [CCSP] - (per HAWB)		
3	DEMURRAGE / STORAGE CHARGE (rate per kg per 24 hours)		
a)	General Export Cargo	315/AWB	2.12
b)	Valuable/Perishable/Hazardous Cargo/Live Animals etc.,	316/AWB	5.68
4	Electronic Data submission for Customs/FLIGHT		
TRANSHIPMENT CHARGES			
1	Transshipment charges-International to International		
	General Cargo	177/AWB	2.55
	Special Cargo	341/AWB	2.55
	Transshipment charges-International to Domestic		
	General Cargo	177/AWB	2.55
	Special Cargo	341/AWB	2.55
B) DOMESTIC CARGO			
OUTBOUND CARGO			
1	Palletisation	291 Per flight	1.12
2	Courier /Mail Charges	291 Per flight	1.12
3	DEMURRAGE / STORAGE CHARGE (rate per kg per day)		
a)	General Cargo		
b)	Valuable/Perishable/Hazardous Cargo/Live Animals etc.,		
4	X-Ray Charges	145/AWB	1.98
5	Electronic Data submission for Customs/FLIGHT		
INBOUND CARGO			
1	De-Palletisation	291 Per flight	1.12
2	Courier /Mail Charges	291 Per flight	1.12
3	DEMURRAGE / STORAGE CHARGE (rate per kg per 24 hours)		
a)	General Export Cargo		
b)	Valuable/Perishable/Hazardous Cargo/Live Animals etc.,		
4	Electronic Data submission for Customs/FLIGHT		

NOTE:

1. The above rates are Maximum rates. These are the rates planned to be charged to achieve the projected ARR for the control period from 1-4-2012 to 31-3-2013. The rates are exclusive of Service tax or other levies or taxes existing or to be proposed. Such taxes or levies shall be charged extra on the above prices.

2. User Agreements (Airline or other agents) shall have the rates subject to maximum specified above. The Agreements are in line with the IATA, AHM 810 Standard Ground Handling Agreement 2004/2008 (SGHA) as amended from time to time with mutual consent by Airline and the Company(MABB)

3. The rates with each Airline are based on negotiations and as agreed between Company (MABB) and the Airline depending on the specific service levels agreed such as usage of equipment credit period, indemnity/insurance, and other services necessary thought fit.

4. All charges above are excluding Service Tax or any other taxes or levies that existing or to be introduced. Such Taxes and levies shall be charged extra on the above prices.

Airports Economic Regulatory Authority of India
AFRA Building
Administrative Complex
Safdarjang Airport
New Delhi - 110003

Dear Sir:

K.A. MR. MOHIT

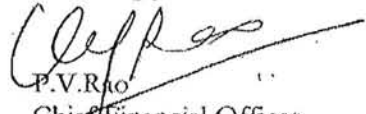
Sub: Submission of Annual Tariff Proposal (ATP).

With reference to the above cited kindly find enclosed

1. Form B -- duly filled in and signed by the CEO of our company.
2. Stake holder consultation with our customer in the form of E-mail correspondence to and from customers -- (5 sets) ✓
3. Agreement with DCAAI, the association of Domestic Air Cargo Agents Association.

Kindly acknowledge the receipt of same and call us for any further information in this regard

Thanking you


P.V. Rao
Chief Financial Officer

PV Rao

From: PV Rao
Sent: Monday, September 12, 2011 2:12 PM
To: VenugopalCR@bluedart.com
Cc: Venkata Reddy
Subject: RE: Renewal of Contract : SGHA MABB - BLR

BLUE DART

From: VenugopalCR@bluedart.com [mailto:VenugopalCR@bluedart.com]
Sent: 12 September 2011 12:28
To: PV Rao
Cc: Venkata Reddy
Subject: RE: Renewal of Contract : SGHA MABB - BLR
Importance: High

From: PV Rao [mailto:pv.rao@menziesbobba.com]
Sent: Thursday, September 08, 2011 8:42 PM
To: C.R.V.GOPAL /OPS/BDA BLR/S.MGR
Cc: venkata.reddy@menziesbobba.com
Subject: RE: Renewal of Contract : SGHA MABB - BLR

From: PV Rao
Sent: 02 September 2011 11:14

PV Rao

From: tarun.minocha@ba.com
Sent: Friday, October 14, 2011 3:32 PM
To: Venkata Reddy
Cc: amardeep.sambhi@ba.com; Kamesh Peri; mike.fishburn@ba.com; PV Rao; shabeena.thabasum@ba.com
Subject: RE: BA SGHA renewal
Attachments: BLR Addendum - British Airways Revised Draft 10Oct11.doc

Hi Venkat - As we discussed on the phone yesterday, please sign off 2 copies and give them to Shabeena - she'll have them sent to Mike for the BA sign off. We'll have one copy returned to you once the process has been completed.

Thanks
Tarun

Tarun Minocha
 Area Customer Service Manager
 North, South & East India, Nepal, Sri Lanka & Maldives
 British Airways World Cargo

DLF Plaza Towers, DLF City Phase 1, Gurgaon 122002, Haryana, India
 Tel : +91 124 4173789
 Mobile : +91 98110 66552
 E Mail : tarun.minocha@ba.com

BRITISH
AIRWAYS
CORRESPONDENCE

"Venkata Reddy"
 <venkata.reddy@menziesbobba.com>

12/10/2011 15:01

<tarun.minocha@ba.com>

To

cc

<mike.fishburn@ba.com>, "Kamesh Peri"
 <kamesh.peri@menziesaviation.com>,
 "PV Rao" <pv.rao@menziesbobba.com>,
 <shabeena.thabasum@ba.com>,
 <amardeep.sambhi@ba.com>

Subject

RE: BA SGHA renewal

Hi Tarun,

Please print the contract and send me the signed copy.



MEMORANDUM OF UNDERSTANDING

This Memorandum of understanding (MOU) is made at Bangalore, India on this 30 th day of May 2011, between:

Menzies Aviation Bobba Bangalore Private Limited, a company incorporated under the laws of India, with its office at Plot No. C-04L, Bengaluru International Airport, Devanahalli, Bengaluru 560300, India (hereinafter referred to as "MABB", which expression shall unless the context requires otherwise include its successors and permitted assigns).

AND

Domestic Air Cargo Agents Association of India, an association registered under the laws of India and having its registered office at L-333, Mahipalpur Extension, New Delhi-110037(hereinafter referred to as "DACAAI" which expression shall unless the context requires otherwise include its successors and permitted assigns); and

MABB and DACAAI shall be individually referred to as Party and collectively as Parties

RECITALS

- A. Whereas MABB is operating and maintaining its Air Cargo Terminal at Bangalore International Airport (BIAL), Bengaluru.
- B. DACAAI is an Association representing domestic air cargo agents with membership of more than 22 agents, the list of registered members along with the details of registration is annexed to this MoU as Annexure A. This list may be modified from time to time and all such modifications shall be duly informed to MABB.



[Handwritten signature]



- C. Whereas the Terminal Storage Processing charges, as agreed with trade and notified by MABB are in effect since 23rd May, 2008 without any subsequent revision. Refer Annexure B for the existing rates.
- D. As general practice at MABB cargo terminal till the date of this MoU, the Terminal Storage Processing (TSP) and other related charges are notified by MABB, in consultation with trade, and are collected from the respective domestic agents or walk-in-customer at the time of booking or collection of cargo. To facilitate payment, some Domestic Cargo Agents have pre-deposit accounts with MABB for easy cashless payment of charges.
- E. Whereas the cargo agents, represented by DACAAI and the Carriers (hereinafter for ease of reference referred to as "Carrier") have mutually agreed that the Carrier shall pay the TSP charges to the MABB ("Handling Company") with effect from June 1, 2011
- F. Consequent to the above arrangement between DACAAI and the Carrier, DACAAI approached MABB and represented that commencing June 1, 2011 the TSP charges payable by the cargo agents shall be payable by the Carrier and has requested MABB to acknowledge the change in mechanism for levy and collection of domestic Terminal Storage Processing (TSP) charges at MABB cargo terminal.
- G. Whereas as a compensation for the extra administration and risk for the Handling Company due to shift of business from cash to credit, DACAAI, on behalf of domestic cargo handling agents, has offered an increase of 10% on the existing TSP rates.

NOW THEREFORE the Parties hereby agree to the following:

1. Based on the representation of the Carrier to pay the TSP charges to the Handling Company and subject to each of the Carriers entering into the attached Addendum to its SGHA, the Handling Company hereby agrees and acknowledges that the Carrier shall be responsible for payment of the TSP charges on behalf of the agent and the agent shall pay to the Carrier TSP charges along with air freight charges.
2. The Parties agree and acknowledge that respective cargo agent shall be solely responsible for the cargo before screening in case of outbound cargo and after delivery in case of inbound cargo.
3. DACAAI agrees and acknowledges that this arrangement is being facilitated by the Handling Company to facilitate the collection mechanism of terminal charges for the Domestic Air Cargo Agents.
4. Consequent to the joint meeting held on 10th November, 2010, DACAAI agrees for an increase of 10% in existing domestic TSP charges effective from June 1, 2011. Minutes of the meeting enclosed as Annexure C.
5. DACAAI and each of its agents/members, as the case may be, indemnify, defend and save harmless the Handling Company from and against all claims, default of payments, demands, proceedings, damages and liabilities for loss of or damage to property or for death of or injury to any person and against all associated direct



costs (including reasonable attorney's fees) losses and expenses, arising out of this arrangement being facilitated by the Handling Company.

6. Any revision in TSP charges shall be agreed between Domestic Air cargo Agents Association of India (DACA AI) and MABB and DACA AI or Handling Company shall notify the same to the Carriers. The existing charges agreed and notified by MABB shall form the basis to start the arrangement. The schedule of current services and charges schedule is annexed to this MoU as Annexure B.
7. The charges relating to storage of cargo beyond free period, wherever applicable, shall be billed to the respective agent and collected by MABB at the time of clearance. Clearance of cargo attracting storage charge shall be subject to payment of storage charges in cash or through PDA account.
8. In case of non-payment of TSP charges by the Carrier within the agreed credit period as stipulated in the SGHA between the Handling Company and the Carrier,, MABB shall subject to clause 10, shift the TSP service from credit billing on Carriers to PDA/Cash billing on agents. MABB would start directly collecting the TSP charges from agents at the time of acceptance and delivery of cargo.
10. MABB shall notify to DACA AI, the date from which it would not be able to accept the cargo on credit for that Carrier. This will be pursuant to the Carriers signing their respective agreements with MABB. It would be the responsibility of DACA AI to notify to domestic cargo agents to pay TSP charges in cash or through PDA account at the time of acceptance or delivery of cargo at MABB. Notwithstanding anything herein Handling Company may for unforeseen economic or commercial reasons terminate this arrangement and obtain payment of the TSP charges direct from cargo agents.
11. DACA AI shall provide full cooperation and necessary support to MABB for collection of TSP charges from agents and also past outstanding from Carriers, if any. DACA AI will take onus/responsibility of all its member who delay/Default on TSP charges.

for and on behalf of
Menzie's Aviation Bobba Bangalore
Pvt. Ltd.

Print Name: Manoj Singh, CEO

Date:



for and on behalf of
DACA AI

Print Name:

Date:



From: PV Rao
Sent: Wednesday, November 16, 2011 5:23 PM
To: 'kdsingh@greenairways.in'
Cc: Venkata Reddy (venkata.reddy@menziesbobba.com)
Subject: Addendum - GoAir - Green Airways domestic -Nov 11.doc

Dear Mr. Singh

Enclosed is the addendum towards increase in CPI (Consumer Price Index).

If any doubts kindly call the undersigned.

Rgds/P.V.Rao

CFO

Go Air

PV Rao

From: Rao, Akhilesh KFA/BOM [Akhilesh.Rao@flykingfisher.com]
Sent: Friday, April 08, 2011 2:34 PM
To: Manoj Singh
Cc: PV Rao
Subject: RE: Domestic Rates- kingfisher agreement

Names...

Working draft

With Regard to

Akhilesh Rao

DDM - Cargo Dept - ops (india)

Kingfisher Airlines Limited.

*KING FISHER
AIRLINES*

Email: akhilesh.rao@flykingfisher.com

Web: www.flykingfisher.com

From: Manoj Singh [mailto:manoj.singh@menziesbobba.com]
Sent: Friday, April 08, 2011 2:31 PM
To: Rao, Akhilesh KFA/BOM
Cc: PV Rao
Subject: RE: Domestic Rates- kingfisher agreement

Dear Akhilesh,

Appreciate your feedback

Warm Regards,

Manoj Singh

CEO

Menzies Aviation Bobba (Bangalore) Pvt. Ltd.,
Cargo Terminal-1,
Bengaluru International Airport,
Devanahalli, Bangalore - 560 300.
INDIA.

Ph: +91 80 22018025

Fax: +91 80 22018001

Mobile: +91 9538869888

Email: manoj.singh@menziesbobba.com

PV Rao

From: Venkata Reddy
Sent: Wednesday, January 11, 2012 6:03 PM
To: Benoit.Hotton@omanair.com
Cc: BLR.ASM@omanair.com; PV Rao
Subject: RE: MENZIES BLR OMAN AIR SGHA ANNEX B 1.0 ADDENDUM 1.0

OMAN
AIRWAYS

Venkata Reddy
 Chief Executive Officer
 Menzies Aviation Bobba(B'lore) Pvt. Ltd

Tel : 80 2201 8025
 Mob : 91 9538869807

From: Benoit.Hotton@omanair.com [mailto:Benoit.Hotton@omanair.com]
Sent: Wednesday, January 11, 2012 5:00 PM
To: Venkata Reddy
Cc: BLR.ASM@omanair.com; PV Rao
Subject: MENZIES BLR OMAN AIR SGHA ANNEX B 1.0 ADDENDUM 1.0
Importance: High

Dear Venkata,

First of all, all the best for you, your family and your colleagues.
Happy New Year 2012.

Your signed-countersigned copy of the MENZIES BLR OMAN AIR SGHA ANNEX B 1.0 ADDENDUM 1.0 has been sent to the following address via the Integrator Services DHL:

Menzies Aviation Bobba (Bangalore) Private Limited

Attention to Mr K.Venkata Reddy
 Chief Executive Officer
 Plot No: C4, Bangalore International Airport
 Devenahalli, Bangalore - 560300
 India

Telephone : + 91 80 -2201 8022
 venkata.reddy@menziesaviation.com

In attachment, please find a scanned copy of this document.
 Thanks in advance for sending me a message stating that this document is finally with you.
 Best regards,
 Ben

PV Rao

From: Venkata Reddy
Sent: Tuesday, January 17, 2012 2:14 PM
To: Mahesh Naik
Cc: Mohd Azim; Paul Rajaratnam; Tarun Demonte; PV Rao
Subject: RE: SGHA amendment & Office Lease deed

Thanks

Venkata Reddy
 Chief Executive Officer
 Menzies Aviation Bobba(B'lore) Pvt. Ltd

Tel: +91 80 2201 8025
 Mob: +91 9538869807

From: Mahesh Naik [mailto:MNaik@qatarairways.com.qa]
Sent: Tuesday, January 17, 2012 2:13 PM
To: Venkata Reddy
Cc: Mohd Azim; Paul Rajaratnam; Tarun Demonte; PV Rao
Subject: RE: SGHA amendment & Office Lease deed

Dear Venkata

Have just received the confirmation today to proceed with the final print of the SGHA. once received will forward you the originals

Best regards,

Mahesh Naik.
 Senior Cargo Quality and Standards Officer

Tel: +974 44556120
 Fax: +974 44622786

World's 5-star airline qatarairways.com

From: Venkata Reddy [mailto:venkata.reddy@menziesbobba.com]
Sent: 17 January 2012 08:09
To: Mahesh Naik
Cc: Mohd Azim; Paul Rajaratnam; Tarun Demonte; PV Rao
Subject: RE: SGHA amendment & Office Lease deed

Dear Mahesh,

Please confirm status.

Regards,

Venkata Reddy
 Chief Executive Officer
 Menzies Aviation Bobba(B'lore) Pvt. Ltd

Tel: +91 80 2201 8025
 Mob: +91 9538869807