



Annexure - II

CAMBATA AVIATION PVT. LTD.

Corp. Off. : T9 & 9A, 3rd Floor, Vasant Square Mall, Vasant Kunj,
New Delhi-110070 Phone : +91-11-40000260-265

28th June 2012

Shri C.V. Deepak
Airports Economic Regulatory Authority of India
AERA Building, Safdarjung Airport
New Delhi.

Dear Mr. Deepak,

Sub:- Annual Tariff Proposal for the year 2012-13 (Tariff Year-2) relating to Chennai Station.

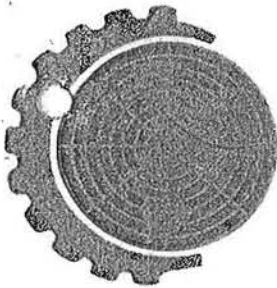
Please find attached the ATP for the Tariff Year-2 relating to Chennai Station and in this connection we wish to make the following submissions.

1. We hereby enclose copies of the Standard Ground Handling Agreements (first/last) page entered into with our airline customers as part of ATP.
2. Please note that as per the agreement signed with all airlines our tariffs are quoted in USD and for ATP purposes the same have been converted to INR @ 1 USD= INR 56
3. Our tariffs given as per ATP are inclusive of royalties payable to Airport Operators as per the agreements signed.
4. We do hereby confirm that we will not charge any airline over and above the rates given as per ATP filed with AERA for the tariff year 12-13.
5. We also enclose Form- 14(b) giving the details of maximum Tariff that will be charged for the year 12-13- ATP (2012-13) and also the relevant declaration.

Thank you

Yours truly

.....
Bharani Kumar
Chief Financial Officer.



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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. CAMBATA AVIATION PRIVATE LTD- CHENNAI BRANCH

I P. Bharani Kumar aged 46 years resident of Delhi- India acting in my official capacity as Chief Financial Officer in M/s. Cambata Aviation Private Ltd having its registered office at T 9/9A, Vasant Square Mall, Vasant Kunj, New Delhi-110 070 do hereby state and affirm as under that:

1. That I am duly authorized to act for and on behalf of M/s. Cambata Aviation Private Ltd 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

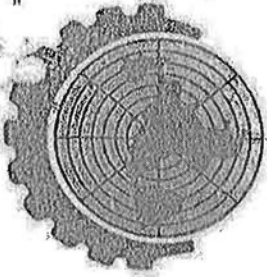
~~(I) Estimated Maximum Allowed Yield per unit and the proposed detailed break-up of Tariff(s) (in context to Estimated Maximum Allowed Yield per unit where determined by the Authority) where the Authority has specified a price cap approach for the duration of the Control Period, pursuant to clause 3.2;~~

OR

Proposed detailed break-up of Tariffs(s) based on clause 11.2 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.

.....
Bharani Kumar
Chief Financial Officer.
Place: New Delhi
Date: 28th June 2012



CAMBATA AVIATION PVT. LTD.

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23rd July 2012

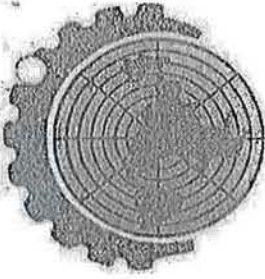
Shri C.V. Deepak
Airports Economic Regulatory Authority of India
AERA Building, Safdarjung Airport, New Delhi.

Dear Mr. Deepak,

Sub:- Annual Tariff Proposal for the year 2011-12 (Tariff Year-1) relating to New Delhi, Mumbai, Pune, Ahmedabad and Chennai Stations.

With reference to the above please find attached the ATP for the First Tariff year -1 (2011-12) for all five stations where Cambata operates. Further we would like to bring to the attention of AERA certain key points in connection with our business operations and tariffs.

- a. Cambata is the only Ground Handler who got an approval from the Customs Authorities under "Serve from India Scheme" whereby Cambata is entitled to import various equipment's from abroad for its operations at the airports at concessional customs duty @3%. This approval has been given to Cambata on the backdrop of earning substantial foreign exchange (deemed) through Ground Handling and Cargo Handling operations at various airports by Cambata. One of the conditions to be met for getting customs duty concession is such that the tariffs are to be quoted in foreign currency which Cambata have been doing for a very long time. A copy of the communication received from Customs Authorities and also Reserve Bank of India in this connection is enclosed herewith.
- b. Cambata has been following the procedure for several decades to quote its tariffs to all airlines for rendering GH and Cargo Handling services in USD. The USD rate quoted is converted into INR as per the exchange rate prevailing on the last working day of each month and an invoice is raised on each airline in INR plus applicable taxes. The invoices are sent to respective airlines offices in India and the payments are received in INR only. This procedure of quoting tariffs in USD and raising of invoice in INR is very clearly documented and agreed with each airline as per the agreements signed with them and a sample agreement/invoice is enclosed herewith for reference.
- c. There is no much change in tariffs quoted in USD for performing GH/Cargo Handling operations for the year 2011-12 and 2012-13 of all stations. However for ATP purposes the conversion rate of 1 USD has been taken @ INR-50 and INR -56 respectively for the years 2011-12 and 2012-13.



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- d. Please note that all our tariffs have been fixed for each airline as per the terms of contract entered into with them. The tariffs will vary between airlines for performing similar type of services for same type of aircrafts as the tariffs are decided and agreed upon based on various business decision like volumes, long standing relationship with us etc., Further the tariffs considered for ATP purposes includes all types of GH/Cargo Handling services rendered to an airline including provision of Ground Power Units, Ambulifts, Air Cooling Units, toilet/water carts etc.,
- e. As explained above all the tariffs for provision of various services are fixed and agreed upon with each airline and clearly documented in the SGHA entered into with airline. The contracts signed are generally for a period of three years and only very few airlines contracts consists of an increase in tariff clause each year that too not exceeding by 5% and in most of the cases the tariffs are fixed in USD for three years. For ATP purposes we have considered the maximum rate which we have been charging an airline under a particular category of an aircraft and confident that our tariffs will not go beyond the tariffs given in the ATP for the first and second year. Since the rates have already been fixed and agreed upon with each airline and will not exceed the maximum tariff given as per ATP for the first and second tariff year we were of the opinion that a separate consultation once again with the stakeholder on the tariffs proposed as per ATP doesn't warrant which will result in duplication of work.

Thank you

Yours truly

Bharani Kumar
Chief Financial Officer

CAMBATA AVIATION PVT LTD
CHENNAI

Form F14 (b) - Annual Tariff Proposal for Tariff Year- 1 (2011-12)

GROUND HANDLING SERVICES

Aircraft Type	Maximum		Discount/Surcharge
	(IN USD)	(IN INR)	
B777	1800	90,000	NIL
B777-(F)	2000	100,000	NIL
A330-200	2300	115,000	NIL
B747F	4400	220,000	NIL
A330	2500	125,000	NIL
A300-(F)	2550	127,500	NIL
B747-200-(F)	5300	265,000	NIL

CARGO DOCUMENTATION SERVICES	
A/c Type	DO fees- per MAWB (in Rs.)
A330	725
AB300F	725
B-747/767	950

1. Please note that as per the agreement signed with all airlines our tariffs are quoted in USD and for ATP-Purposes the same have been converted at the average rate of 1 USD=INR 50
2. Our tariffs-given above are inclusive of royalties payable to Airport Operators.
3. Under Cargo Services we issue only Deliver Orders on behalf of airlines



CAMBATA AVIATION PVT LTD

CHENNAI

Form F14 (b) - Annual Tariff Proposal for Tariff Year-2 (2012-13)

GROUND HANDLING SERVICES

Aircraft Type	Maximum		Discount/Surcharge
	(IN USD)	(IN INR)	
B777	1800	100,800	NIL
B777-(F)	2000	112,000	NIL
A330-200	2300	128,800	NIL
B747F	4400	246,400	NIL
A330	2500	140,000	NIL
A300-(F)	2550	142,800	NIL
B747-200-(F)	5300	296,800	NIL

CARGO DOCUMENTATION SERVICES	
A/c Type	DO fees- per MAWB (in Rs.)
A330	800
AB300F	800
B-747/767	1050

1. Please note that as per the agreement signed with all airlines our tariffs are quoted in USD and for ATP Purposes the same have been converted at the average rate of 1 USD=INR 56
2. Our tariffs given above are inclusive of royalties payable to Airport Operators.
3. Under Cargo Services we issue only Deliver Orders on behalf of airlines



सीमा शुल्क प्रयोजन के लिए
CUSTOMS PURPOSES ONLY

નિર્યાત અવધિ
EXPORT PERIOD :

निर्यात आभार अवधि :
EXPORT OBLIGATION PERIOD

Service Provider
None

NONE

400054
MESSERS :

को एतद्वारा सामान जिसका ब्यौरा नीचे दिया गया है, के आयात / निर्यात के लिए प्राधिकृत किया जाता है :-
ARE HEREBY AUTHORISED TO IMPORT / EXPORT GOODS THE PARTICULARS OF WHICH ARE GIVEN BELOW.

क्रम सं. Sl. NO.	वस्तु का नाम NAME OF ITEM	वस्तु कोड ITEM CODE	माप की इकाई UNIT OF MEASUREMENT		मात्रा QUANTITY	लागत बीमा भाड़ा / पोत पर्यन्त निःशुल्क मूल्य C.I.F / FOB VALUE IN रुपयों में RS.	विदेशी मुद्रा FOREIGN CURRENCY
			नाम NAME	कोड CODE			
	<p>Non-Transferable-in terms of Para 3.6.4.6 of Foreign Trade Policy (2004-09) RE2007, except to Group Company and managed hotels.Imports Allowed: This Duty Credit Scrip issued under SFIS may be utilized for Payment of applicable Customs Duties on imports as allowed under Para 3.6.4.5 of Foreign Trade Policy (2004-09) RE2008. However, for import of any 'restricted item' under ITC HS Book, the utilization of this scrip is allowed only if the beneficiary/holder has a separate license/permission for import of the said 'restricted item' in question, as per Para 3.6.4.5 as amended by Notification No 88 dated 26.2.2009. Facility for Procurement from Domestic Sources and Payment of Duty of EPCG Authorisation is allowed in terms of Para 3.6.4.10 and Para 3.12.9 (as amended by Notification No 88 dated 26.2.2009) of Foreign Trade Policy (2004-09) RE2008.</p>						

3) गंतव्य स्थान
PLACE OF DESTINATION

Duty Credit in Rs. 116,579,341.00 (Indian Rupees Eleven Crore Sixty Five Lakh Seventy Nine Thousand Three Hundred Forty One only)

6) सीमाशुल्क की निकासी के उद्देश्य हेतु सीमाशुल्क लायक
LIMITING FACTOR FOR PURPOSE OF CLEARANCE THROUGH CUSTOMS

7) कोई अन्य शर्त, यदि लागू हो।
ANY OTHER CONDITON, IF APPLICABLE 24 Months

यह लाइसेंस विदेश व्यापार (विकास और विनियमन) अधिनियम, 1992 (1992 की संख्या 22) के तहत दिया जाता है और यदि माल को निर्यात करने/प्रेषण के समय माल के आयात/निर्यात को प्रभावित करने वाला अन्य कोई विषय या विनियमन लागू नहीं होगा तो उसका इस लाइसेंस पर कोई प्रभाव नहीं पड़ेगा।

This licence is granted under the Foreign Trade (Development and Regulation) Act, 1992 (No. 22 of 1992) and is without prejudice to the application of any other prohibition or regulation affecting the Import / Export of the goods which may be in force at the time of their arrival / despatch.

(J N PATEL, FOREIGN TRADE DEVELOPMENT OFFICER)

(पृष्ठ भाग देखें SEE REVERSE)
Page 10 of 14

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भारतीय रिज़र्व बैंक
RESERVE BANK OF INDIA
www.rbi.org.in



FE.CO.EPD. 244 22-121.28.003 /2009-10

March 31, 2010

The Director
Cambata Aviation Pvt Ltd.
Hangar No. 3A
Juhu Aerodrome
Mumbai - 400 054

Dear Sir,

**Clarification on nature of receipt from
foreign airlines - para 9.53 (iv) of
Foreign Trade Policy - 2009-2014**

Please refer to your letter dated March 4, 2010 on the captioned subject.

In this connection we clarify that when payments which have been received in foreign exchange or which would have been otherwise received in foreign exchange but paid in Indian Rupees out of the amount remittable to the overseas principal or are out of the remittances to be sent by the overseas buyer, would be considered as 'deemed to be received in foreign exchange and deemed to be earned in foreign exchange'.

Yours faithfully,

A.A. Ambekar

(Ms. A.A. Ambekar)
p. Chief General Manager-in-Charge

प्रदेशीय वित्त विभाग, राष्ट्रीय विकास परिषद, केन्द्रीय कार्यालय भवन, शांति भवन संकट मार्ग, पो.बी.डी. 1055 मुंबई - 400 001, भारत
वि. सं. क्र. 22 - (91-22) 2260 1000, 2260 1002 अथवा फोन - (91-22) 2260 3000, 2260 0500 ई.मेल : caminfo@rbi.org.in
फैक्स - (91-22) 2261 0630 अथवा फोन - (91-22) 2260 4935

सहायक प्रमुख, वित्त विभाग, केन्द्रीय कार्यालय भवन, शांति भवन संकट मार्ग, पो.बी.डी. 1055 मुंबई - 400 001, भारत
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फैक्स - (91-22) 2261 0630 अथवा फोन - (91-22) 2260 4935

CHARGE RATES:

For the services specified in sub-paragraph 1.1(A), and based on the scheduled arrival and departure times, the following rates will apply. All charges are inclusive of concession fee payable to the airport operator and exclusive of Taxes required by local law, having direct relation to the handling services provided to the Carrier under this agreement and will be levied additionally, if applicable:

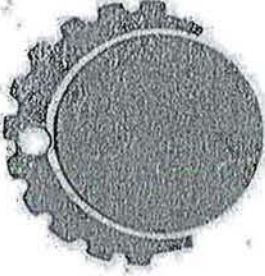
AIRCRAFT TYPE	TURNAROUND
B767/A310	US\$ 2,300
B757	US\$ 1,650
A300F	US\$ 2,100

- 1.2 Handling in case of technical landing for other than commercial purposes will be charged at 50% of the above rates, provided that a physical change of load is not involved.
- 1.3 Handling in case of return to ramp will not be charged extra, provided that a physical change of load is not involved.
- 1.4 Handling in case of return to ramp involving a physical change of load will be charged as for handling in case of technical landing in accordance with sub-paragraph 1.2 of this Annex B.
- 1.5 No extra charge will be made for providing the services to the Carrier's off schedule operation, ground interruption and/or overnight off schedule operation provided that the services can be covered by existing shift personnel. Any additional work resulting in additional costs must be pre-approved by the Carrier's local representative, in default of which acceptance of service shall be deemed approval of such additional costs.
- 1.6 No extra charges will be made for providing the service at night, Saturday, Sunday or legal holidays.
- 1.7 Cancellations within 6 hours of flight STA will be charged at 50% of the above rates.
- 1.8 Extra staff requested for special needs by the Carrier will be charged at the rate shown below in paragraph 2.1.

PARAGRAPH 2 - ADDITIONAL SERVICES & CHARGES

- 2.1 All services not included in paragraph 1 of this Annex B will be charged for at the following rates prevailing at the date on which the service(s) are provided:

SERVICE	QUANTITY	PRICE
GPU (3.3.3)	Per hour or part thereof	US\$ 110
Air Condition Unit (3.4.1)	Per hour or part thereof	US\$ 190
Air Start (3.7.1)	Per start	US\$ 127
Extra Pushback (3.9.3)(a)	Per service	US\$ 210
Handling of passengers with reduced mobility (2.1.3)(2)	Per 1 passenger (6 included in turnaround)	US\$ 12
Ambulift (2.1.3)(6)	Per service	US\$ 160
Aircraft Towing (3.9.3)(b)	Per tow	US\$ 235
ULD Storage	Per LD3 per day (storage of 15 included in turnaround)	US\$ 6



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27th August 2012

Ms. Kapila Chowdhary
Secretary, Airports Economic Regulatory Authority of India
AERA Building, Safdarjung Airport, New Delhi.

Dear Ms. Kapila Chowdhary

This is further to the discussions we had regarding filing of MYTP/ATP of Cambata Aviation Pvt Ltd Showing separately the GH/Cargo operations tariffs. please find attached the following.

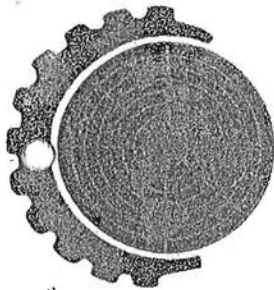
- a. A write up on Cargo back office functions performed by Cambata in all airports except for pune.
- b. ATP for the years 2011-12 and 2012-13 for Delhi, Mumbai, Chennai and Ahmedabad stations showing separately GH and Cargo Tariffs.

Since lot of information has to be compiled for preparing MYTP for four stations showing separately the GH / Cargo income the same is in the process and will be filed with AERA shortly.

If any further information is required please do contact us.

Thank you

P. Bharani Kumar
Chief Financial Officer



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27th August 2012

Ms. Kapila Chowdhary
Secretary, Airports Economic Regulatory Authority of India
AERA Building, Safdarjung Airport, New Delhi.

Dear Ms. Kapila Chowdhary

This is further to the meeting we had on the above subject please find below a write up on the services being rendered by us on the Cargo Operations.

Background:

Cambata is basically engaged in providing GH services to various international carriers and as forming part of GH services package we also do certain cargo back office functions which forms part of the original GH contracts. Further tariffs are agreed with each airline based on the services offered for the Cargo back office functions.

Cargo Documentation:

Cambata handles all documentation work relating to Export/Import of Cargo like,

1. Filing of Export /Import General Manifests with customs authorities (EGM/IGM)
2. Segregation and distribution of documents
3. Issue of Deliver Order to agents in case of imports,
4. Collect DO charges and deposit into airlines bank accounts,
5. Issue of CAN (Cargo Arrival Notice) to agents/consignees in case of imports.

Export Carting:

1. Acceptance of Cargo on behalf of airlines relating to Export after agents clearing the customs formalities.
2. Verifying all the documents relating to Export Cargo.
3. Provide Manpower/Equipment's for moving the Cargo inside the cargo terminal, provide necessary assistance for screening the Cargo.
4. After Screening the cargo unitize the same and build pallets.
5. Send FFM messages to airlines offices
6. Update all data's in the airline systems.
7. Move the pallets to aircrafts which forms part of the GH functions.

Kindly note that we are permitted to perform only back office functions relating to Cargo and the physical cargo handling is actually done by cargo terminal operators like MIAL in Mumbai, Celebi in Delhi, Bhadra International in Chennai etc.,

We further wish to inform you that we perform back office functions relating to Cargo at Mumbai, Chennai, Delhi and Ahmedabad Airports only except for Pune.

Thank you

P. Bharani Kumar
Chief Financial Officer