

**The Secretary**

Airports Economic Regulatory Authority of India  
AERA Building, Administrative Complex  
Safdarjung Airport  
New Delhi – 110 003

Ref. No.RO/AERA/MYTP

Date: 29<sup>th</sup> Aug.,2012

Dear Madam,

**Sub: Submission of MYTP and ATP in respect of Cargo and Ground Handling services provided at Major Airports-reg.**

This is reference AERA's letter no. AERA/20010/MYTP/AI/C/Chennai/2011-12/1114 dated 9/14<sup>th</sup> Aug 2012 on the subject.

We are enclosing the rates being charged by Air India for ground handling activities including cargo handling being followed at various major airports in India at 'Annexure A'. This would also be the ATP for the year 2012-13. Air India has been charging the same tariff for ground handling services since 2009. The rates have not been revised and are also not planned to be revised in the near future. Whenever, a revision is to be effected the same shall be submitted to AERA for necessary approval. The list of major airports where these rates are interalia applicable is placed at Annexure 'B'.

Air India is providing Cargo services at Mumbai and Chennai airports. We are also enclosing the cargo tariff being charged presently at Mumbai and Chennai airports, which are enclosed at 'Annexure 'C' & 'D' respectively with the proposed marginal increase. Air India has been charging the same tariff for cargo services since 2009. These rates are proposed to be revised @ 6% over the existing rates. The ATP for 2012-13 incorporating the increase is placed at Annexure 'E' & 'F' respectively. The proposals for these airports have already been submitted earlier to AERA. As regards the Cargo facilities at Mumbai and Chennai it is to inform that apart from Air India, Airports Authority of India is also providing Cargo services.

The details of various financials, manpower parameters etc. relating to ground handling and cargo would not be possible to be provided at this stage as Air India is in the process of major corporate and financial restructuring specially related to these two functions. The turnaround plan and financial restructuring plans, as approved by the Government, for the merged company are underway and are



being closely monitored by the Government. On implementation of the approved financial and corporate restructuring plans that Air India is undergoing, we would be in a better position to fulfill AERA requirement/guidelines in complete detail. In the meanwhile we may be permitted to file the MYTP and ATP as per the annexure enclosed.

The copies of the approved Annual Reports of Air India till the year 2010-11 are provided in our website as below:

<http://www.airindia.com/SBCMS/Webpages/JRD.aspx?MID=196#>

In view of the above stated position and filing of tariff proposal, Air India may be permitted to charge the existing rates for various services.

Thanking you

Yours faithfully,  
For Air India Limited

  
(Vineta Bhandari)  
Executive Director

<b>Ground Handling charges by Air India</b>
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	(Rates are in USD)		
	Transit	Turnaround within 4 hours	Turnaround beyond 4 hours
<b>Aircraft-wise tariff-Passenger flight Services:</b> for Passenger handling, ramp handling, cargo handling, cabin cleaning			
B747/DC10/L1011/1L86/MD11/A340/B777	3413	4665	5279
A300/A310/B767/A330	2882	3914	4432
B707/DC8/1L62/TU154/B757	1455	1999	2231
A320/B737	1310	1799	2008
<b>Aircraft-wise tariff-Freighter flight Services:</b> for Ramp handling and cargo handling			
	Transit	Turnaround within 4 hours	Turnaround beyond 4 hours
B747F/DC10F/L1011F/1L86F/MD11F/A340F/B777F	3589	4904	5559
A300F/A310F/B767F/A330F	2979	4070	4614
B707F/DC8F/1L62F/TU154F/B757F	1824	2465	2790
A320F/B737F	1585	2217	2513

**Other conditions:**

- 1 Airport Levy and Service tax will be charged additionally
- 2 Time limit for usage of equipments per flight
  - 2 hours for transit flights.
  - 2 hours 30 minutes for turnaround within 4 hours.
  - 3 hours for turnaround beyond 4 hours.
- 3 Flights handled between 000 1 hrs and 0400 hrs will be charged a 15% peak hour surcharge.  
Handling in case of technical landing for other than commercial purpose will be charged 50% of the above
- 4 rates, provided there is no physical change of load.  
Handling in case of return to ramp will not be charged extra, provided that a physical change of load is not
- 5 involved.  
Handling in case of return to ramp involving a physical change of load will be charged as for handling in case of
- 6 a technical landing
- 7 No extra charge will be made for providing the services on Saturday, Sundays and legal Holidays.

**Major airports at which Ground Handling Charges are applicable.**

- (i) Sardar Vallabh Bhai Patel International Airport at Ahmedabad
- (ii) Bengaluru International Airport at Devanhalli (Benguluru)
- (iii) Kozhikode Airport at Calicut
- (iv) Chennai International Airport at Chennai
- (v) Cochin International Airport at Cochin
- (vi) Indira Gandhi International Airport at Delhi
- (vii) Goa International Airport at Dabolim
- (viii) Rajiv Gandhi International Airport at Shamshabad (Hyderabad)
- (ix) Netaji Subhash Chandra Bose International Airport at Kolkata
- (x) Chhatrapati Shivaji International Airport at Mumbai
- (xi) Pune Airport at Pune
- (xii) Thiruananthapuram International Airport at Thiruananthapuram
- (xiii) Lokpriya Gopinath Bordoloi International Airport, Guwahati

STRICTLY CONFIDENTIAL

2012/L/CHQ/MKT/0008/AERA

31 July 2012

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

**Sub: Request for date extension of submission of MYTP for TRV**

Dear Madam,

This is in reference to the submission of MYTP for TRV station by 31 July 2012. Through this letter we humbly request for **Air India SATS Airport Services Private Limited ("AISATS")** to submit the required documents by **31 October 2012**, due to the reasons mentioned below:

1. AISATS is in process of taking over the full ground handling services and novating all the existing contracts from Air India to AISATS, at TRV. It may take at least 2 more months to fully novate all the contracts at TRV, as these contracts have to be approved by the respective airline headquarters. Until the contracts are novated, airlines would not agree to the proposed handling rates.
2. AISATS is currently doing only partial handling of Air India flights domestic flights at TRV. It might take 3-4 months for us to provide full handling of Air India flights, but this is contingent on AI/AISATS agreeing to the handling of AI's flights. In view of this, we are not able to submit the full revenue and cost of our ground handling operations at this point of time. Since the submission of MYTP requires clarity on financial figures, a submission from us at this point of time would be incomplete.
3. Nevertheless, AISATS can submit Form 14(b) i.e maximum rates charged to airline customers - as required for ATP submission - for now if your good office requires us to do so. However, please note we would not be in a

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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

position to submit Form 14(a) i.e yields from the handling charges for reasons mentioned in (1) and (2).

We seek your kind consideration to grant us the extension till 31 October 2012 to submit the necessary information.

We will however endeavor to submit as soon as we have all the necessary data and documents formally approved.

Thank you for your kind understanding.

Yours Sincerely,



Nilang Shah

Manager Marketing

**Air India SATS Airport Services Private Limited**

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## Annexure-II

Ground Handling charges by Air India			
	(Rates are in USD)*		
<b>Aircraft- wise tariff- passenger flight Services:</b> For Passenger handling, ramp handling, cargo handling, cabin cleaning.	<b>Transit</b>	<b>Turnaround within 4 hours</b>	<b>Turnaro und beyond 4 hours</b>
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7. No extra charge will be made for providing the services on Saturday, Sundays and legal Holidays.