

Dated: 25th November, 2021

To,
Director (Planning & Strategy)
AERA Building
Administrative Complex
Safdarjung Airport,
New Delhi – 110 003

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AGM (SH)

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24/11/22

Subject: Submission of Form A & Form B in connection with submission of MYTP & ATP for the Third Control Period (FY 2021-22 to FY 2025-26) on behalf of M/s Air India SATS Airport Services Private Limited for its Ground handling operations at Rajiv Gandhi International Airport, Hyderabad.

Dear Sir/Madam,

Greetings.

In reference to caption subject matter, we are submitting the below mentioned documents for tariff approval process for third control period FY 2021-22 to FY 2025-26. The following documents are submitted for your perusal:

1. Form A – Along with Multi-year Tariff Proposal (MYTP) duly signed & stamped
2. Form B – Along with Form 14(b) Annual Tariff Proposals
3. Copies of the User Agreements
4. Copy of Concession Agreement with the Airport Operator
5. Annual Compliance Statement for FY 2020-21

We humbly request the Authority to maintain complete confidentiality of the contents of the MYTP. Please do let us know in case you need any information or clarification in this matter. We request the Authority to review our submissions under light touch approach and approve our ATP for the third control period.

Thanking You.

Yours Sincerely,
For Air India SATS Airport Services Private Limited


Sanjay Gupta,
Chief Financial Officer

Place: Mumbai
Date: 25 November, 2021

Air India SATS Airport Services Private Limited

16th Floor, Commerz II, International Business Park, Oberoi Garden City, Off Western Express Highway, Goregaon (East), Mumbai - 400063 | Tel: +91-22-4203 7000 | www.aisats.in

Registered Office: Airlines House, 113, Gurudwara Rakabganj Road, New Delhi - 110001
(CIN): U74900DL2010PTC201763

31 (Dm/As)/21
5/12/21

Form A

BEFORE THE AIRPORT ECONOMIC REGULATORY AUTHORITY OF INDIA

AT NEW DELHI

**SUBMISSION OF MULTI YEAR TARIFF PROPOSAL FOR THIRD CONTROL PERIOD
(2021-22 TO 2025-26) FOR AND BEHALF OF:**

M/s AIR INDIA SATS AIRPORT SERVICES PRIVATE LIMITED
Rajiv Gandhi International Airport,
Hyderabad.

I, Sanjay Gupta, aged 49 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 (i) Business Plan; (ii) Information pertaining to physical assets; (iii) Information relating to the Regulatory Building Blocks; (iv) Historical and Forecasted volumes; and (v) Historical revenues, are correct and true to my knowledge and belief and nothing material has been concealed therefrom.


Sanjay Gupta

Chief Financial Officer

Place: Mumbai

Date: 25 November 2021

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Form F3: Historical and Projected Profit and Loss Account

S.N.	Particulars	FY 2019-20 Actuals	FY 2020-21 Actuals	FY 2021-22 Tariff Year 1	FY 2022-23 Tariff Year 2	FY 2023-24 Tariff Year 3	FY 2024-25 Tariff Year 4	FY 2025-26 Tariff Year 5
1	Revenue							
	Revenues from regulated services	1,10,19,89,838	40,87,88,027	56,15,64,000	63,09,17,154	69,55,86,162	76,68,83,744	84,54,89,328
	Revenues from other than regulated services	68,32,608	92,86,923	99,37,008	1,06,32,598	1,13,76,880	1,21,73,262	1,30,25,390
		1,10,88,22,446	41,80,74,950	57,15,01,008	64,15,49,752	70,69,63,042	77,90,57,006	85,85,14,718
2	Operating expenditure							
	Payroll cost	48,10,00,783	35,23,70,551	25,27,03,800	28,40,00,000	32,80,20,000	37,54,18,890	42,57,25,021
	Administrative and General	7,63,97,499	7,40,90,654	6,45,20,787	6,64,56,411	6,84,50,103	7,10,97,887	7,32,30,823
	Concession fees	22,52,35,124	3,81,73,356	11,23,12,800	12,61,83,431	13,91,17,232	15,33,76,749	16,90,97,866
	Repair and Maintenance cost	3,00,18,898	1,08,20,691	1,11,45,311	1,14,79,671	1,18,24,061	1,21,78,783	1,25,44,146
3	Earnings before depreciation , interest and taxation (EBITD)	29,61,70,142	(5,73,80,302)	13,08,18,309	15,34,30,240	15,95,51,646	16,69,84,697	17,79,16,861
	Depreciation and amortization	10,17,39,232	10,36,00,108	10,15,18,962	9,99,14,278	9,98,96,285	9,76,53,325	9,97,85,892
4	Earnings before interest and taxation (EBIT)	19,44,30,910	(16,09,80,410)	2,92,99,347	5,35,15,962	5,96,55,361	6,93,31,372	7,81,30,970
	Total interest and finance charges	6,04,41,972	5,68,40,051	5,22,92,847	4,81,09,419	4,42,60,666	4,07,19,813	3,74,62,228
5	Profit / loss before tax	13,39,88,938	(21,78,20,462)	(2,29,93,501)	54,06,542	1,53,94,695	2,86,11,559	4,06,68,742
	Provision for taxation	4,68,21,094	-	-	-	-	-	-
6	Profit / loss after taxation	8,71,67,843	(14,17,05,280)	(1,49,58,652)	35,17,280	1,00,15,173	1,86,13,536	2,64,57,457
7	Balance carried to balance sheet	8,71,67,843	(14,17,05,280)	(1,49,58,652)	35,17,280	1,00,15,173	1,86,13,536	2,64,57,457

Form F10 (a) - Capital Projects

S.N.	Project Type	FY 2021-22 Tariff Year 1	FY 2022-23 Tariff Year 2	FY 2023-24 Tariff Year 3	FY 2024-25 Tariff Year 4	FY 2025-26 Tariff Year 5
1	Ambulift	1,50,00,000				
2	Computer Peripherals & Software	10,00,000	10,00,000	10,00,000	10,00,000	10,00,000
3	Furniture	40,00,000	60,00,000	60,00,000	80,00,000	80,00,000
4	Air Conditioning Unit (65 Tonne)		1,30,00,000			
5	Push back Small			1,30,00,000		
6	Air Starter Unit				2,10,00,000	
7	Air Conditioning Unit (110 Tonne)					2,10,00,000
	Total	2,00,00,000	2,00,00,000	2,00,00,000	3,00,00,000	3,00,00,000

Form F9 - Formats for Forecast and Actual Roll-Forward RAB

S.N.	Asset Name	FY 2020-21 Actuals	FY 2021-22 Tariff Year 1	FY 2022-23 Tariff Year 2	FY 2023-24 Tariff Year 3	FY 2024-25 Tariff Year 4	FY 2025-26 Tariff Year 5
A	Opening RAB						
1	Computers	4,04,976	83,890	4,29,470	4,41,717	1,20,631	-
2	Furniture and fitting	6,06,719	3,62,900	37,19,082	84,75,263	1,26,31,444	1,79,87,626
3	Building	90,076	71,757	53,439	35,121	16,802	-
4	Vehicle	62,69,804	1,24,49,948	1,00,72,905	76,95,861	53,18,817	29,41,773
5	Plant and machinery	18,22,77,626	16,20,09,423	15,24,10,653	13,99,01,884	12,64,83,114	11,95,94,345
B	Additions						
1	Computers		10,00,000	10,00,000	10,00,000	10,00,000	10,00,000
2	Furniture and fitting		40,00,000	60,00,000	60,00,000	80,00,000	80,00,000
3	Building		-	-	-	-	-
4	Vehicle		-	-	-	-	-
5	Plant and machinery	32,86,147	1,50,00,000	1,30,00,000	1,30,00,000	2,10,00,000	2,10,00,000
C	Disposals						
1	Computers	-	-	-	-	-	-
2	Furniture and fitting	-	-	-	-	-	-
3	Building	-	-	-	-	-	-
4	Vehicle	(85,57,188)	-	-	-	-	-
5	Plant and machinery	5,580	-	-	-	-	-
D	Depreciation						
1	Computers	3,21,086	6,54,420	9,87,753	13,21,086	11,20,631	10,00,000
2	Furniture and fitting	2,43,819	6,43,819	12,43,819	18,43,819	26,43,819	34,43,819
3	Building	18,318	18,318	18,318	18,318	16,802	-
4	Vehicle	23,77,044	23,77,044	23,77,044	23,77,044	23,77,044	23,77,044
5	Plant and machinery	2,35,48,769	2,45,98,769	2,55,08,769	2,64,18,769	2,78,88,769	2,93,58,769
E	Closing RAB						
1	Computers	83,890	4,29,470	4,41,717	1,20,631	-	-
2	Furniture and fitting	3,62,900	37,19,082	84,75,263	1,26,31,444	1,79,87,626	2,25,43,807
3	Building	71,757	53,439	35,121	16,802	-	-
4	Vehicle	1,24,49,948	1,00,72,905	76,95,861	53,18,817	29,41,773	5,64,730
5	Plant and machinery	16,20,09,423	15,24,10,653	13,99,01,884	12,64,83,114	11,95,94,345	11,12,35,575

Right of Use Asset

S.N.	Asset Name	FY 2020-21 Actuals	FY 2021-22 Tariff Year 1	FY 2022-23 Tariff Year 2	FY 2023-24 Tariff Year 3	FY 2024-25 Tariff Year 4	FY 2025-26 Tariff Year 5
A	Opening RAB						
1	Plant and machinery	3,55,09,828	1,99,29,372	1,03,09,039	41,36,724	(0)	(0)
2	Building	57,28,04,867	50,91,98,607	44,55,92,347	38,19,86,087	31,82,05,563	25,45,99,304
B	Additions						
1	Plant and machinery		-	-	-	-	-
2	Building		-	-	-	-	-
C	Disposals						
1	Plant and machinery	20,95,644	-	-	-	-	-
2	Building		-	-	-	-	-
D	Depreciation						
1	Plant and machinery	1,34,84,812	96,20,332	61,72,315	41,36,725	-	-
2	Building	6,36,06,260	6,36,06,260	6,36,06,260	6,37,80,524	6,36,06,260	6,36,06,260
E	Closing RAB						
1	Plant and machinery	1,99,29,372	1,03,09,039	41,36,724	(0)	(0)	(0)
2	Building	50,91,98,607	44,55,92,347	38,19,86,087	31,82,05,563	25,45,99,304	19,09,93,044

Form F12(b & c)-Projected Aircraft Movements

Year	Domestic (Landing)			International (Landing)		
	Optimistic	Most Likely	Conservative	Optimistic	Most Likely	Conservative
2019-2020		14,280			7,595	
2020-2021		5,266			1,675	
2021-2022	6,919	6,290	5,661	3,918	3,562	3,206
2022-2023	7,403	6,730	6,057	4,192	3,811	3,430
2023-2024	7,773	7,067	6,360	4,402	4,002	3,602
2024-2025	8,162	7,420	6,678	4,622	4,202	3,782
2025-2026	8,570	7,791	7,012	4,853	4,412	3,971