

COCHIN INTERNATIONAL AIRPORT LTD.

CIAL/GH/AERA/2011

16.6.2011

The Secretary

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

Sir,

Sub: Consultation paper no.4/2011-12 on MYTP of M/s.Menzies Aviation Bobba (Bangalore) Pvt. Ltd at Bangalore International Airport.,

Ref: F No. AERA/20010/MYTP/MABC/BIAL/2011-12 dt 3.6.2011

With reference to your above consultation paper on the proposed approval for the MYTP of M/s.Menzies Aviation Bobba, it is noted that

- a. In this MYT Proposal, the yield per unit sought or ARR (including operating revenue & expenditure projections) or targeted cargo volume have not been disclosed (unlike Consultation paper 5 of similar category), and the stakeholders are unable to know the MYTP to offer any views on the same, which is not a transparent process.
- b. However the data confidentiality is justified by AERA who propose light touch approach for the agency since the service is material and competitive. AERA has also agreed to keep all details confidential as requested by the agency. The considered view of AERA as per its laid down philosophy could be accepted.
- c. It is therefore proposed that the same yardstick be applied to all similar proposals received from the service providers.
- d. In case such a treatment is not possible for all, it would lead to discrimination and inequality and also undermine business interest and competitive edge of agencies whose data have been placed in public view.

AERA may please consider the above while finalizing on the MYTP submitted.

Thanking you.

Yours faithfully,

For Cochin International Airport Limited

A.C.K. NAIR

Airport Director