



IndoThai

VARANASI PRIVATE LIMITED

Date: 14.12.2023

To,
The Secretary,
Airport Economic Regulatory Authority of India
AERA Building, Administrative Complex,
Safdarjung Airport,
New Delhi – 110003

Dear Sir,

Sub: Comments / Submission received from Stakeholder on the Consultation Paper No. 18/2023-24 dated 17th November, 2023 regarding determination of Tariff for the Ground Handling Services in respect of M/s. IndoThai Varanasi Private Limited (IVPL) at Varanasi International Airport for the First Control Period (FY 2023-24 to FY 2027-28)

Ref: Public Notice F.No. AERA/20010/MYTP/IndoThai/GH/Pune/CP-III/2021-26 dated 11.12-2023.

This is with reference to the referred Public Notice wherein we are required to clarify the Comments / Submission received from Stakeholder. The same is appended herein below:

1. Review of Tendering Process:

This is not in the scope of Ground Handling agency (GHA), only the concerned Authority can comment.

2. Projected Traffic, Revenue, Opex, Capex: (Para 3.4 and Table 3,4,5,6 & 7 of CP):

Traffic: We have projected an increase of 60% in the FY 2026-27 considering majorly that we will be able to handle Air India may offer us handling their aircraft as cooling period of takeover deal of Air India would be completed by December, 2025 which seems realistic as we are handling AIX Connect at all our airports wherever we have a presence and that happened only after Air India was taken over by Tata, with respect to Jet we are very much hopeful as we still have more than two and a half year and we are confident it will start by then.

Registered Office : Hatiya Pargana, Shivpur, Varanasi, Uttar Pradesh-221003 INDIA

E info@indoithai.in CIN : U63030UP2021PTC146161





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Repair & Maintenance: Considering the Safety of the Passenger, Aircraft and Equipment regular upkeep and maintenance is a must and most important and can't be compromised.

3. Abolishment of Royalty Charges / Concession Fee: (Refer Table 6 & 7 of the CP):

The Royalty charges are as per Open Tender floated by the Airport Operator and same has to be honored.

4. Tariff: (Refer Table 8,9 & 10 and Annexure I, II of the CP):

Please find appended herein below the Tariffs of GSEC IndoThai at Jaipur and IPPL for **Air Conditioning Unit** and **Air Starter Unit**:

Air Conditioning Unit: Since M/s. IVPL has not deployed an ACU at Varanasi Airport it has not provided any tariff for the same.

Air Start Unit:

	GSEC IndoThai – JPR		IPPL	
	Int. INR	Domestic	Int. INR	Domestic
FY 2022-23			15000.00	7500.00
FY 2023-24	15000.00	7500.00	15000.00	7500.00
FY 2024-25	16480.00	8250.00	15750.00	7875.00
FY 2025-26	18000.00	9075.00	16537.50	8268.75
FY 2026-27	18000.00	9075.00	17364.38	8682.19
FY 2027-28	N.A.	N.A.	18232.59	9116.30

From the above it may please be noted that there is no variation between the rates.

Furthermore, it may please be noted that this is the maxim price approved by AERA. An airline is always welcome to negotiate with us while giving us opportunity to serve them.

Hope you will find the above in order.

Thanking you,

Yours sincerely,

For IndoThai Varanasi Private Limited

Vikash Ladia
Director



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