

फा. सं. ऐरा/20010/एमवाईटीपी/जीएसईसी-बीएस/जीएच/टीवीएम /सीपी-III/2021-26/

File No. AERA/20010/MYTP/GSEC-BAS/GH/TVM/CP-III/2021-26

आदेश संख्या 27/2022-23

Order No. 27/2022-23



भारतीय विमानपत्तन आर्थिक विनियामक प्राधिकरण
Airports Economic Regulatory Authority of India

सत्यमेव जयते
जीएसईसी बर्ड एयरपोर्ट सर्विसेज प्राइवेट लिमिटेड (जीबीएसपीएल) के लिए
तिरुवनंतपुरम अंतरराष्ट्रीय हवाईअड्डा, तिरुवनंतपुरम में ग्राउंड हैंडलिंग सेवाओं
के लिए तृतीय नियंत्रण अवधि (वित्त वर्ष 2021-22 से वित्त वर्ष 2025-26)
के लिए टैरिफ निर्धारित करने के मामले में

IN THE MATTER OF DETERMINATION OF TARIFF FOR
GROUND HANDLING SERVICES FOR
GSEC BIRD AIRPORT SERVICES PRIVATE LIMITED (GBASPL) AT
THIRUVANANTHAPURAM INTERNATIONAL AIRPORT, THIRUVANANTHAPURAM
FOR THE THIRD CONTROL PERIOD
(FY 2021-22 TO FY 2025-26)

जारी करने की तारीख: 31 अक्टूबर, 2022

Date of Issue: 31 October, 2022

ऐरा भवन/AERA Building
प्रशासनिक कॉम्पलेक्स/Administrative Complex
सफदरजंग हवाईअड्डा/Safdarjung Airport
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List of Abbreviations:

AERA (AUTHORITY)	Airports Economic Regulatory Authority of India
ACU	Air Conditioning Unit
AISATS	Air India SATS
ATM	Aircraft Traffic Movement
ATP	Annual Tariff Proposal
CAPEX	Capital Expenditure
COD	Commercial Operation Date
CGF	Cargo, Ground Handling & Fuel Throughput
GA	General Aviation
GBASPL	GSEC Bird Airport Services Private Limited
GHA	Ground Handling Agencies
GHS	Ground Handling Service
GSEC	Gujarat State Export Corporation
INR	Indian Rupees
ISP	Independent Service Provider
LoA	Letter of Award
MYTP	Multi-Year Tariff Proposal
OPEX	Operating Expenditure
O&M	Operation and Maintenance
PAT	Profit After Tax
PBIDT	Profit Before Interest, Depreciation and Tax
P&L	Profit & Loss
YoY	Year on Year

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CHAPTER 1: BRIEF BACKGROUND:

- 1.1 GSEC Bird Airport Services Pvt. Ltd. (GBASPL) was incorporated on 20.03.2021 with a mandate to provide Ground Handling Services at various airports across India. Presently, GBASPL is the designated Ground Handling Service Provider in respect of passenger handling and ramp handling services etc. at the Thiruvananthapuram International Airport.
- 1.2 GSEC Bird Airport Services Pvt. Ltd., the Independent Service Provider (ISP), had been issued a Letter of Award (LOA) dated 30.3.2022 by TRV(Kerala) International Airport Limited for providing Ground Handling Services at Thiruvananthapuram International Airport for a period of five (5) years, effective from the operations commencement date.
- 1.3 Bureau of Civil Aviation Security vide letter dated 08.06.2022 has granted security clearance to GBASPL, for a period 5 years from the date of issue of initial security clearance i.e. 12.07.2021.
- 1.4 GBASPL has entered into a Concession Agreement with TRV (Kerala) International Airport Limited on 06.07.2022 for providing Ground Handling Services at Thiruvananthapuram International Airport for a period of 5 years.
- 1.5 The shareholding structure of GBASPL is given as below:

Table-1: Summary of Shareholding Structure of GBASPL:

Name of Shareholder	No. of Equity Shares	Shareholding (in %)
Bird Worldwide Flight Services (India) Private Limited	5,10,000	51%
GlobeGround India Private Limited	2,30,000	23%
GSEC Limited	2,60,000	26%
TOTAL	10,00,000	100%

- 1.6 In accordance with AERA's CGF Guidelines 2011, GBASPL has submitted the Multi Year Tariff Proposal ('MYTP') on 07.04.2022 for determination of Tariff in respect of Ground Handling Services for the Third Control Period (FY 2021-22 to FY 2025-26). Since there were deficiencies/ information gaps in the submission made on 07.04.2022, GBASPL vide email dated 04.08.2022 submitted a revised MYTP, after addressing AERA's observations on initial MYTP.
- 1.7 The Authority, carefully examined the MYTP for the Third Control Period submitted by the GBASPL in respect of Ground Handling Services at Thiruvananthapuram International Airport and issued Consultation Paper (CP) No. 08/2022-23 dated 16.08.2022, inviting suggestions/comments from the Stakeholders on the various proposals of the Authority with the following timelines:
 - *Date for submission of written comments by Stakeholders: 6th September, 2022.*
 - *Date for submission of counter comments: 13th September, 2022.*



- 1.8 The Authority received comments from M/s SpiceJet Ltd. on 06.09.2022 in respect of Consultation Paper No. 08/2022-23. The comments received from M/s SpiceJet Ltd. were uploaded on the AERA's website vide Public Notice no. 13/2022-23 dated 07.09.2022.
- 1.9 The Authority, in response to Public Notice no. 13/2022-23 dated 07.09.2022, received counter comments from GBASPL on 13.09.2022.
- 1.10 The Authority, after examining the comments of M/s SpiceJet Ltd. & counter comments of GBASPL and considering all the relevant aspects of case has finalized this Tariff Order.

Stakeholders' Comments

1.11 **M/s SpiceJet's Comment on Review of Tendering Process:**

In its comment on reviewing of tendering process, M/s SpiceJet has referred to para no. 1.4 of the CP and requests the Authority "to ensure that Airport Operator does not take the decision to award concession agreements solely on the revenue share being offered. Basing decisions solely on highest revenue share being offered breeds inefficiencies and tends to disproportionately increase the cost."

1.12 **GBASPL response on M/s SpiceJet's comment on Review of Tendering Process:**

In response of M/s SpiceJet's comment on review of tendering process, GBASPL has submitted that "Here we submit that there is an approved mechanism set up by AERA for determination of Tariff and we are following that mechanism/ guideline.

We request Authority to intimate SpiceJet Ltd. about the tariff determination guidelines for the Ground Handling industry and for others so that their concern is resolved."

1.13 **Authority's view on the Stakeholders' Comment regarding Review of Tendering Process:**

As regard to comment of M/s SpiceJet's on review of tendering process and response of GBASPL thereon, the Authority notes that Concession Fee/ Revenue Share paid by the ISP is in accordance with the concession agreement executed between the Service Provider and the Airport Operator. Further, as per AERA's regulatory approach, the revenue share paid by the ISPs are treated as aeronautical revenues for Airport Operators; hence, such revenues directly help in subsidizing the aeronautical Tariff levied by Airport Operators to the Airlines. Further, the Authority is of the view that bidding process to award such contracts, based on which ISP pays Revenue Share to Airport Operator, is a non-regulatory issue and such matters may be dealt appropriately between the stakeholders at the appropriate forum.

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CHAPTER 2: PRINCIPLES FOR DETERMINATION OF “AERONAUTICAL TARIFF”

- 2.1 The Authority, vide its Order No. 12/2010-11 dated 10.01.2011 and Direction No. 04/2010-11 issued on 10.01.2011, finalized its approach in the matter of Regulatory Philosophy and Approach in Economic Regulation of the Services provided for Cargo Facility, Ground Handling and Supply of Fuel to the Aircraft at the major airports. Accordingly, the Authority issued the Airports Economic Regulatory Authority of India (Terms and Conditions for Determination of Tariff for Services provided for Cargo Facility, Ground Handling and supply of Fuel to the Aircraft) Guidelines, 2011 (“the Guidelines”).
- 2.2 As per the Guidelines, referred under Para 2.1 above, the Authority shall determine the Materiality Index (MI_G) with respect to the regulated service (Ground Handling, in the instant matter) as per the procedure prescribed thereunder. If the MI_G is 5% or more, the regulated service shall be deemed ‘Material’ and on the other hand, if the MI_G is below 5%, the regulated service shall be deemed ‘Not Material’.

2.3 MATERIALITY INDEX:

In accordance with the above mentioned AERA Guidelines and Directions, the following procedure is adopted for determination of Materiality Index of regulated Service:

$$\text{Materiality Index (MI}_G\text{)} = \frac{\text{Intl. Aircraft Movement at Thiruvananthapuram Airport}}{\text{Total Intl. Aircraft Movement at Major Airports}} \times 100$$

$$\begin{aligned} \text{The Materiality Index for Thiruvananthapuram Airport} &= 14812/420772 \\ &= 3.52\% \end{aligned}$$

As is evident from the above calculations, the percentage share of Ground Handling Services for Thiruvananthapuram International Airport for the FY 2019-20 (Pre-Covid Year) is 3.52%, which is less than 5% Materiality Index (MI_G) for the subject service. Hence, the regulated service is deemed ‘**Not Material**’ for the Third Control Period.

- 2.4 The Authority also noted that Air India SATS (AISATS) is also providing Ground Handling Services at Thiruvananthapuram International Airport, apart from GBASPL.
- 2.5 As per Clause 3.2 (i) of the Guidelines, wherever the Regulated Service provided is ‘Non-Material’, the Authority shall determine Tariff(s) for Service Provider(s) based on a ‘**Light Touch Approach**’ for the duration of the Control Period, as per the provisions of chapter “V” of the Guidelines. Further, as per clause 11.2 of the CGF Guidelines, the Annual Tariff Proposal (ATP) is required to be submitted in the manner and form provided in AI 8.2 of Appendix-I to the guidelines and should be supported by the following:
- Form B and Form 14 (b) (Proposed Tariff Card);
 - Details of Consultation with Stakeholders;
 - Evidence of User Agreement(s) clearly indicating the Tariff proposal by the Service Provider and agreed to by the Users.
- 2.6 The Authority noted that GBASPL submitted the requisite documents as stated in para 2.5 above. GBASPL had conducted the Stakeholders’ consultation meeting on 22.04.2022 and submitted the minutes of meeting to the Authority vide email dated 02.05.2022. From the minutes of meeting, it is observed that none of the stakeholders raised any concern relating to Annual Tariff Proposal (ATP) of GBASPL for the proposed Ground Handling Services at Thiruvananthapuram International Airport.



Stakeholders' Comments

- 2.7 During the stakeholder consultation process, the Authority received no comments/ views from any stakeholders in respect of Principles for determination of "Aeronautical Tariff" for the Third Control Period.

Authority's Decision regarding Tariff determination of GBASPL:

- 2.8 Based on the material before it and its analysis, the Authority decides to consider Tariff determination exercise of GBASPL for providing Ground Handling Services at Thiruvananthapuram International Airport under "**Light Touch Approach**" for the Third Control Period, as the regulated service is deemed '**Not Material**'.



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CHAPTER 3: AIRCRAFT TRAFFIC MOVEMENT (ATM)

3.1 Actual Aircraft Traffic (Nos. of landings) handled by Thiruvananthapuram Airport from FY 2019-20 (pre-Covid year) to FY 2021-22 is given below:

Table 2: Actual Aircraft Traffic handled at Thiruvananthapuram Airport during FY 2019-20 to FY 2021-22

Year	Total number of Landings at Thiruvananthapuram Airport			As Percentage (%) of 2019-20		
	Domestic	International	Total	Domestic	International	Total
2019-20	7,015	7,406	14,421	--	--	--
2020-21	2,556	2,101	4,657	36%	28%	32%
2021-22	3,505	4,173	7,678	50%	56%	53%

3.2 GBASPL submitted the projected Aircraft Traffic (Flights to be Handled), keeping in view the Covid-19 impact on aircraft traffic at Thiruvananthapuram International Airport, for the Third Control Period (FY 2021-22 to FY 2025-26) as under:

Table 3: Projected Aircraft Traffic (Flights to be handled) submitted by GBASPL for the Third Control Period

Year	Domestic (No. of Landings)	International (No. of Landings)	Total	YoY % Change		
				Domestic	International	Total
2022-23	400	1,583	1,983	-	-	-
2023-24	650	2,804	3,454	63%	77%	74%
2024-25	725	3,068	3,793	12%	9%	10%
2025-26	800	3,345	4,145	10%	9%	9%
TOTAL	2,575	10,800	13,375			

3.3 Authority's Examination regarding Traffic Volume at Consultation Stage:

3.3.1 The Authority observed that COVID-19 had impacted the Civil Aviation Sector, including Ground Handling Services during FY 2020-21 & FY 2021-22. As per the statistics available at AAI website, the total Aircraft Traffic (Domestic and International) at Thiruvananthapuram Airport for FY 2021-22 had reached 53% of the pre-Covid level (FY 2019-20). Further, the total Aircraft Traffic during the first quarter (April – June) of FY 2022-23 has reached to 82% of Aircraft Traffic in corresponding quarter of pre-Covid period (FY 2019-20) at Thiruvananthapuram Airport.

3.3.2 The Authority noted that GBASPL is a new entrant at Thiruvananthapuram Airport and had projected Aircraft Traffic for 8 (eight) months in FY 2022-23.

3.3.3 The Authority, from the above table observed a steep increase of 74% in total Aircraft Traffic projected for FY 2023-24 as compared to preceding year (FY 2022-23), and same is mainly due to partial operations projected in FY 2022-23. However, when annualized figures of total Aircraft Traffic of FY 2022-23 are compared with total Aircraft Traffic projected for FY 2023-24, the percentage increase for FY 2023-24 comes to 16%. From FY 2024-25 onward, GBASPL had considered moderate growth rates for total Aircraft Traffic.



- 3.3.4 The Authority sought clarification from the ISP regarding lower projection of Domestic Flights during the Third Control Period. The ISP, in its response vide email dated 10.08.2022, stated that *“in the domestic sector, there are only 3 Airlines that operate at TRV airport. These are Indigo and Air India/Alliance Air and Vistara. Indigo does self-ground handling of their flights and in the case of Air India/Alliance Air/ Vistara, the ground handling is done by AI SATS. That is why we have forecasted a stable business which is based on actual ground realities as on date.”*
- 3.3.5 The Authority considering the justification of GBASPL, proposed to consider the Domestic Traffic (Flights to be handled) as projected by the ISP (as referred under Table 3).
- 3.3.6 The Authority noted that GBASPL is a new entrant at Thiruvananthapuram Airport and feels that it will take some time for the ISP to develop its client base at the Airport. Considering that the aviation sector is gradually recovering from the adverse impact caused by Covid-19 and taking into account market competition faced by new entrant due to presence of second Service Provider (AISATS) at Thiruvananthapuram Airport, the Authority feels that the Aircraft Traffic projected by the ISP for the Third Control Period is reasonable.

Stakeholders' Comments

- 3.4 During the stakeholder consultation process, the Authority received no comments/ views from any stakeholders in respect of Aircraft Traffic for the Third Control Period.

Authority's Decision regarding Aircraft Traffic for the Third Control Period:

- 3.5 Based on the material before it and its analysis, the Authority decides to consider the Aircraft Traffic (Flights to be handled) for the Third Control Period as per Table 3.

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CHAPTER 4: CAPITAL EXPENDITURE

GBASPL submission on Capital Expenditure for the Third Control Period as part of MYTP

- 4.1 GBASPL, Thiruvananthapuram projected a total Capital Expenditure (CAPEX) of ₹ 2048 lakhs on procurement of various assets for the Third Control Period (FY 2021-22 to FY 2025-26). The asset wise details in respect of Capital Expenditure projected by ISP for Third Control Period are given below:

Table 4: Projected Capital Expenditure submitted by GBASPL for the Third Control Period

Particulars	(₹ in Lakhs)				
	2022-23	2023-24	2024-25	2025-26	TOTAL
Ground Handling Equipment	1559	198	160	99	2016
Vehicles	13	-	-	1	14
Furniture & Fixtures	3	1	2	-	6
Office Equipment	10	-	2	-	12
TOTAL	1585	199	164	100	2048

- 4.2 GBASPL also submitted breakup of the capital expenditure of ₹ 2048 Lakhs proposed for the Third Control Period as given below:

Table 5: Breakup of Projected Capital Expenditure as submitted by GBASPL for the Third Control Period

Year	Particulars	Qty.	Rate (₹/Unit)	Amount	(₹ in Lakhs)	
					Asset Class	
F.Y. 2022-23	EBT-TLD	5	37.38	186.89	Ground Handling Equipment	
	Diesel Farm Tractor	4	1.30	5.20		
	Push Back Tractor - Draw Pull Bar of 12000 DaN	1	54.51	54.51		
	Towbar Universal	2	7.64	15.27		
	Passenger Step - 2200-5300mm height-towable	3	3.55	10.65		
	Baggage Conveyor Belt - 5 M Boom Length	2	3.55	7.10		
	Baggage Conveyor Belt - Electric	3	9.05	27.15		
	Toilet servicing Cart - Lift pressure 0.25-0.35 Mpa, Flow rate 120L/min	1	13.05	13.05		
	Water Servicing Cart - Lift pressure 0.25-0.35 Mpa, Flow rate 120L/min	1	12.55	12.55		
	Push Back Tractor - Draw Pull Bar of 32000 DaN	1	364.16	364.16		
	Passenger Step - 2200-5300mm height (motorized)	2	12.55	25.10		
	Baggage Conveyor Belt - 9 M Boom Length	1	8.05	8.05		
	Lower Deck Loader-7T Capacity	2	130.26	260.52		
	Main Deck Loader-15T Capacity for wide body freighters only	1	61.77	61.77		
	Ambulift - Lift 2000-4400 mm	1	50.05	50.05		
	Air Conditioning Unit-Cooling	1	151.73	151.73		



Year	Particulars	Qty.	Rate (₹/Unit)	Amount	Asset Class
	capacity 110T Air flow 300 ppm				
	JET START UNIT-400 PPM	1	151.73	151.73	
	Single hose				
	GPU-90 KVA Single cable	1	61.26	61.26	
	Baggage Trolleys	60	0.63	37.50	
	Container Dollies	20	0.99	19.75	
	Pallet Dollies - 10 Feet	14	1.65	23.10	
	Fuel Bowser 900 L - towable	1	10.05	10.05	
	Wheel chairs	20	0.13	2.50	Furniture & Fixtures
	Vehicle ramp	1	5.55	5.55	Vehicles
	Vehicle GSE Maintenance	1	7.55	7.55	
	Chocks (12), Marshalling torches (10 pairs*5), Head set (2), By Pass pin for A320/B737 (2), Safety cones (12), Vacuum cleaners (3), Firex (2)	1	2.05	2.05	Ground Handling Equipment
	Laserjet Black & White Printer	2	0.20	0.40	
	Laserjet MFP Color Printer	1	0.12	0.12	
	Laptop	2	0.55	1.10	
	Desktop	5	0.40	2.00	Office Equipment
	Mobile Phone	10	0.15	1.50	
	Office New Cabins Set Up / Modification	1	5.05	5.05	
	TOTAL FOR FY 2022-23			1584.95	
F.Y. 2023-24	Diesel Baggage TUG - 25T Tow Capacity	2	35.15	70.30	
	EBT-TLD	1	34.50	34.50	
	Push Back Tractor - Draw Pull Bar of 12000 DaN	1	54.51	54.51	
	Towbar Universal	2	7.05	14.10	Ground Handling Equipment
	Passenger Step - 2200-5300mm height-towable	1	3.55	3.55	
	Baggage trolleys	10	0.80	8.00	
	Container Dollies	10	1.30	13.00	
	Wheel chairs	10	0.125	1.25	Furniture & Fixtures
	TOTAL FOR FY 2023-24			199.22	
F.Y. 2024-25	Diesel Baggage TUG - 25T Tow Capacity	1	35.15	35.15	
	EBT-TLD	1	34.50	34.50	
	Push Back Tractor - Draw Pull Bar of 12000 DaN	1	54.51	54.51	
	Passenger Step - 2200-5300mm height-towable	2	3.55	7.10	Ground Handling Equipment
	Baggage Conveyor Belt - 5 M Boom Length	1	8.05	8.05	
	Baggage trolleys	10	0.80	8.00	
	Container Dollies	10	1.30	13.00	
	Wheel chairs	15	0.125	1.875	Furniture & Fixtures
	Laptop	1	0.55	0.55	
	Desktop	2	0.40	0.80	Office Equipment
	Mobile Phone	5	0.15	0.75	
	TOTAL FOR FY 2024-25			164.29	



Year	Particulars	Qty.	Rate (₹/Unit)	Amount	Asset Class
F.Y. 2025-26	Diesel Baggage TUG - 25T Tow Capacity	1	35.15	35.15	Ground Handling Equipment
	EBT-TLD	1	34.50	34.50	
	Towbar Universal	1	7.05	7.05	
	Passenger Step - 2200-5300mm height-towable	1	3.55	3.55	
	Baggage trolleys	10	1.80	18.00	
	Wheel chairs	10	0.125	1.25	Furniture & Fixtures
TOTAL FOR FY 2025-26				99.51	
TOTAL PROJECTED CAPEX FOR THE 3RD CONTROL PERIOD				2047.97	

4.3 Authority's Examination regarding Capital Expenditure at Consultation Stage:

4.3.1 The Authority noted that GBASPL projected a total CAPEX of ₹ 2048 lakhs for the Third Control Period. Further, out of total CAPEX of ₹ 2048 lakhs projected for Third Control Period, GBASPL proposed to incur ₹ 2016 lakhs for Ground Handling Equipment, ₹ 14 lakhs for vehicle, ₹ 6 lakhs for furniture and fixtures and ₹ 12 lakhs for office equipment.

4.3.2 The Authority further noted that GBASPL proposed to incur approximately 77% of total CAPEX in the FY 2022-23 (first year of commercial operations) itself. Clarifications were sought from GBASPL regarding CAPEX proposed during the first year of their operations. In response thereto, GBASPL submitted that the proposed CAPEX is required to meet current and projected growth in business at Thiruvananthapuram International Airport. Further, ISP stated that necessary Ground Handling Equipment has been procured and installed for smooth commencement of their operations at Thiruvananthapuram International Airport.

4.3.3 The Authority feels that GBASPL being a new entrant at the Thiruvananthapuram Airport requires to make provision for necessary equipment/ allied infrastructure in first year itself for smooth roll out of their ground handling services. Therefore, the CAPEX proposed during first year of Control Period seems reasonable.

Stakeholders' Comments

4.4 M/s SpiceJet's Comment regarding the deferment of Capital Expenditure:

M/s SpiceJet submitted the following comments on the Capital Expenditure proposed for the Third Control Control Period:

"As projected by IATA and CAPA it will take around one (1) - two (2) years for the flight operations to reach to its pre COVID-19 peak levels. In this situation, in order to support the airlines to continue and sustain its operations, all non-essential CAPEX proposed by GBASPL should be put on hold/deferred to the Fourth Control Period, unless deemed critical from a safety or security compliance perspective

Without prejudice to the above, in case GBASPL wants to make capital expenditure, then it should be at no additional expense to the airlines until the project is completed and put to use."



4.5 GBASPL counter Comments/ response on the issue of Deferment of Capital Expenditure for the Third Control Period:

GBASPL submitted the following counter comments in response to comments of M/s SpiceJet:

- i. *“GBASPL is a new Service Provider and hence, it needs to incur Capital Expenditure in the first year itself.*
 - ii. *GBASPL is required to induct ground handling equipment that are acceptable to its customer airlines which are audited in details by these customers before signing SGHA.*
 - iii. *GBASPL is committed to provide world class ground handling services, to meet service levels expected by the airlines and the airport operator for better passenger service experience.*
- Hence GBASPL need to incur Capital Expenditure.”*

Authority’s Analysis on the Stakeholders’ Comments regarding Capital Expenditure for the Third Control Period:

- 4.6 In respect to M/s SpiceJet comments and GBASPL response thereon, the Authority notes that GBASPL, being a new entrant at the Thiruvananthapuram Airport, is required to invest in equipment and allied infrastructure for provision of Ground Handling Services during the first year of commercial operations, so as to provide requisite services as per the expectations of User Airlines & Airport Operator. It would be unreasonable to expect quality Services from the Service Provider, if the required CAPEX on Equipment & allied facilities are not allowed.
- 4.7 Considering the above, the Authority feels that CAPEX proposed by GBASPL for the Third Control Period is reasonable and essential for smooth operations and better passenger facilitation at the Airport. Therefore, the Authority decides to maintain the same view on Capital Expenditure as taken at Consultation Stage.

Authority’s Decision regarding CAPEX for the Third Control Period:

- 4.8 Based on the material before it and its analysis, the Authority decides to consider the CAPEX for the Third Control Period as per Table-4.

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CHAPTER 5: OPERATING EXPENDITURE AND PROFITABILITY

GBASPL's submission on Operating Expenditure for the Third Control Period as part of MYTP

- 5.1 As provided in Clause 9.4 of the CGF Guidelines mentioned in Direction No. 04/2010-11, the Operational and Maintenance (O&M) Expenditure incurred by the Service Provider(s) include expenditures incurred on security, operating costs, other mandated operating costs and statutory operating costs.
- 5.2 Operation and Maintenance Expenditure submitted by GBASPL has been segregated into the following categories:
- Payroll Costs;
 - Administrative and General Costs
 - Utility and Outsourcing Costs;
 - Repair and Maintenance Expenditure;
 - Concession Fees;
- 5.3 As per the MYTP submitted by GBASPL, Revenue and Operating Expenditure (OPEX) projected by GBASPL for the Third Control Period is as under:

Table 6: Projected Revenue and Operating Expenditure of GBASPL for Third Control Period

Particulars	₹ in Lakhs						YoY% Change		
	2022-23 (Figures for 8 months)	2022-23 (Annualized figures)	2023-24	2024-25	2025-26	TOTAL	2023-24*	2024-25	2025-26
Revenue (A)	1436.99	2,155.49	2,693.92	3,019.08	3,189.44	10,339.44	25%	12%	6%
Payroll Costs	300.33	450.50	563.03	630.99	666.59	2160.94	25%	12%	6%
Administrative and General Costs	234.54	351.81	359.60	391.15	423.84	1409.13	2%	8%	8%
Utilities and Outsourcing Costs	39.38	59.08	74.84	86.52	96.05	296.79	27%	16%	11%
Repair and Maintenance Costs	32.28	64.55	67.55	73.05	77.05	249.93	5%	8%	5%
Concession Fees	646.65	969.97	1212.26	1358.59	1435.25	4652.75	25%	12%	6%
Total OPEX (B)	1253.18	1,895.91	2277.28	2540.29	2698.78	8,769.53	20%	12%	6%
PBIDT (A-B)	183.81	259.58	416.64	478.80	490.66	1569.90	61%	15%	2%
Interest & Finance Cost	128.49	-	187.27	162.45	117.04	595.24	-	-	-
Depreciation	75.75	-	115.06	125.97	132.01	448.79	-	-	-
PBT	-20.42	-	114.30	197.38	241.62	525.87	-	-	-
Provision for Tax @ 25.168%	-	-	23.63	47.92	60.81	132.35	-	-	-
PAT	-20.42	-	90.67	142.46	180.81	393.52	-	-	-
PAT as a % to Revenue	-1%	-	3%	5%	6%	4%	-	-	-

* % change in FY 2023-24 is over the annualized figures of FY 2022-23.



5.4 **Authority's Examination regarding Operating Expenditure at Consultation Stage:**

5.4.1 The Authority examined the Operating Expenditure provided in Form F3 (P&L) for the Third Control Period and noted that there is a significant increase in the projected Operating Expenditures of F.Y 2023-24 over FY 2022-23. In this regard, GBASPL vide email dated 18.07.2022 clarified that Revenue & Expenditure figures for FY 2022-23 are for 8 (eight) months only [except for Repair and Maintenance which is projected for 6 (six) months]; whereas, Revenue & Operating Expenses have been projected for full year in FY 2023-24.

5.4.2 The Authority annualized the 8 (eight) months' Revenue and Expenditure figures [6 (six) months in case of R&M costs] of FY 2022-23 for better comparison of YoY growth rates for the Third Control Period as given below:

- i. **Payroll Costs:** The Authority noted that GBASPL projected an increase in Payroll costs by 25% in FY 2023-24 over FY 2022-23. For FY 2024-25 & FY 2025-26, the ISP projected an increase of 12% and 6% respectively over the preceding years. As regard to the projected increase in the payroll costs, ISP clarified that YoY increase in payroll costs have been projected considering factors like, increase in minimum wages, salary increments and increase in number of manpower commensurate with the projected increase in aircraft Traffic. The Authority observed that YoY increase in payroll costs is in line with YoY percentage increase projected in Revenues for the Third Control Period.
- ii. **Administrative and General Costs:** The Authority noted that the Administrative and General costs for FY 2023-24 are projected to increase nominally by 2% over FY 2022-23. Thereafter, ISP projected an increase of 8% YoY basis. The Authority sought clarification from the ISP regarding YoY increase considered in Administrative and General Costs. In response thereto, the ISP vide email dated 29.07.2022 stated that the expenses have been projected after taking into account the annual escalation of 10% in Lease rentals, projected increase in number of flights, increase in number of manpower and considering the impact of general inflation. Considering the above, YoY increase considered by the ISP in Administrative and General Costs for the Third Control Period seems reasonable.
- iii. **Utility and Outsourcing Costs:** The Authority noted that the Utility and Outsourcing costs for the year 2023-24 are projected to increase by 27% over the year 2022-23. For FY 2024-25 & FY 2025-26, ISP projected an increase of 16% and 11% respectively. ISP vide email dated 29.07.2022 stated that the YoY percentage increase had been projected after considering annual increase in fuel charges & portable water charges by 6-7% and projected increase in number of flights to be handled during the Third Control Period.

Considering the projected increase in no. of flights to be handled and taking into account impact of annual inflation in fuel, electricity & Water charges etc., the YoY increase projected by the ISP seems reasonable.

- iv. **Repair and Maintenance Costs:** The Authority noted that projected increase in R&M expenses for the Third Control Period ranges between 5% to 8%. In this regard, the ISP vide mail dated 29.07.2022 stated that R&M costs include expenses related to Spares, Consumables and Lubes & oil etc. Though, some of the spares are covered under warranty initially one to three years; however, expenditure on consumables, lubes, small spares are required to incurred periodically to keep equipment in its operational state on 24/7 basis, even if the equipment is new.



- v. **Concession Fees:** GBASPL submitted that they have to share 45% of their Gross Revenue with Airport Operator, as per the terms and conditions of the Letter of Award/Concession Agreement. The Authority noted that the projected increase in Concession Fees is commensurate with the projected increase in Revenues during the Third Control Period.

5.4.3 The Authority further observed from the Projected P&L Statement that GBASPL is likely to suffer loss for the Tariff year 2022-23; thereafter, ISP is expected to generate profits of 3% to 6% for the remaining tariff years of the Control Period.

Stakeholders' Comments

5.5 M/s SpiceJet Comments regarding abolishment of Royalty Charges:

M/s SpiceJet submitted the following comments regarding abolishment of royalty charges:

"Any attempt to award the contracts by the airport operator on highest revenue share basis should be discouraged as it breeds inefficiencies and tends to disproportionately increase the cost.

It is general perception that service providers have no incentive to reduce their expenses, as most of any such increase would be passed on to the airlines/stakeholders through the tariff determination mechanism process and indirectly airlines would be forced to bear these additional costs. There needs to be a mechanism for incentivizing the parties for increasing efficiencies and cost savings and not for increasing the royalty for the airport operator.

As you are aware, royalty is in the nature of market access fee, charged (by any name or description) by the airport operator under various headings without any underlying services. These charges are mostly passed on to the airlines by the airport operator or other services providers.

It may be pertinent to note that market access fee by any name or description is not practiced in most of the global economies, including European Union, Australia etc. Sometimes it is argued by the airport operators that 'Royalty' on 'Aero Revenues' helps in subsidizing the aero charges for the airlines, however royalty in 'Non-Aero Revenues' hits the airlines directly without any benefit.

It is noted that while the Concession fees chargeable by the Airport Operator from GBASPL is up to 45%, as per the Concession Agreement. AERA is requested to please clarify whether this 45% is applicable both on domestic as well as international flights.

In view of the above, we urge AERA to abolish such royalty which may be included in any of the cost items."

5.6 M/s SpiceJet comment on Operating Expenditure for the Third Control Period:

M/s SpiceJet submitted the following comments on the Operating Expenditure proposed for the Third Control Period:

"It may be noted that across various industries, instead of cost escalations, all the costs have been renegotiated downwards substantially. It may be noted that cost incurred by GBASPL impacts the airlines, as such cost is passed through or borne mostly by the airlines.

In order to ensure that there is no adverse impact/increase in the tariff, we request AERA to kindly:

- a) Put on hold any increase in operational expenditure by GBASPL not related to safety or security;*
- b) Advise GBASPL to review its spending on operational expenditure and re-negotiate all the operational expenditure costs in a significant manner and address any increase in fees sought by*



GBASPL; GBASPL may be advised to reduce its costs substantially and no escalation may be permitted; and

c) In view of the above, GBASPL may be directed to pass on cost benefits to the airlines.

d) Further, we submit that:

i. Payroll Costs:

The Y-o-Y increase may please not be more than approx. 6%, as per recent proposals of AERA in other consultation papers.

ii. Administrative & General Cost, Utility and Repair & Maintenance Cost:

The Y-o-Y increase may please not be more than approx. 5%, as per recent proposals of AERA in other consultation papers.”

5.7 GBASPL response on M/s SpiceJet comments regarding Operating Expenditures for the Third Control Period:

5.7.1 GBASPL in response to comment of M/s Spicejet regarding Abolishment of Royalty Charges:

“Here again the observations made by SpiceJet Ltd. is nowhere close to reality on ground. It is more than 15 years that the Airports Authority of India (AAI) is continuously privatizing Indian airports. All these Airport Concessions carry revenue share. Such private appointees (as Airport Operator for a defined concession period), further issue concessions on the basic parameters of AAI. As a result, ground handling concessions also attract concession fees. This method is prevalent at all the airports in India, be it under AAI or a concessioned Airport Operator. The revenues earned by airport operators are reviewed by AERA to ascertain that the airport charges are meeting AERA guidelines.

Therefore, concession fees paid by airlines to a ground handling agency is revenue of the airport operator, contributing in lowering of other airport charges, paid by the airlines to the airport operator. In a hypothetical situation if the concession fees is nil, the airport charges will be higher than the airport charges payable by the airlines in the other situation where concession fees is applied on ground handling charges.

In nutshell, the royalty on the Ground Handling Services is considered as Aero Revenue for the Airport Operator and hence it directly helps to reduce other Aero Charges which the airport operator recovers from the airlines.”

5.7.2 GBASPL in response to comment of M/s Spicejet regarding OPEX for the Third Control Period:

“We feel that the observations made by SpiceJet Ltd are very generic in nature, lacks any substance and indicates that observer is unsure and unaware of the facts/ground realities.

Please note that we are a ground handling company of proven track record. We are providing ground handling services at major airports in India from approximately 15 years and have sufficient control over our operational expenditure.

We also want to highlight that ground handling services cannot be provided without incurring substantial investments which contribute in the total charges. Ground handling services are provided by a team of trained and qualified staff under sufficient supervisions, followed globally.

Regarding salary of the staff, please note that we pay our staff according to the "minimum wages" published by the regulator twice a year. There is no scope of material savings in the per head salary cost without compromising on quality and safety aspects of the total service package.



The observation made by SpiceJet Ltd. on Administrative & General Cost, Utility & outsourcing costs and Repair & Maintenance Cost (Refer 5, Table 6 and 5.5 (i), (ii), (iii) & (iv) of CP). Please note that the operating expenses are increasing in line with inflation and volumes.

Further, we have continued to maintain our quality and safety certifications to ensure compliances with the regulations and to meet the required service standards by the airline customers.

Therefore, all our cost are justified and well controlled.”

5.8 Authority’s Analysis on the Stakeholders’ Comments regarding Operating Expenditure for the Third Control Period:

5.8.1 In respect to the comments of M/s SpiceJet and response of GBASPL regarding Royalty Charges/ Concession Fee payable by the ISP to the Airport Operator, the Authority notes that the Concession Fee paid by the ISP to the Airport Operator is as per the Concession Agreement executed between the Service Provider and the Airport Operator. Further, as per AERA's regulatory approach, the royalty paid by the ISPs to the Airport Operator is treated as aeronautical revenue; hence, such revenues directly help in subsidizing the aeronautical Tariff levied by Airport Operators to the Airlines. Further, the Authority is of the view that bidding process to award such contracts, based on which ISP pays Revenue Share to Airport Operator, is a non-regulatory issue and such matters may be dealt between the stakeholders at the appropriate forum.

5.8.2 As regard to comments of M/s SpiceJet regarding YoY increase in Payroll costs projected by the ISP for the Third Control Period, the Authority notes that the GBASPL projected 12% and 6% increase in Payroll costs in FY 2024-25 and FY 2025-26 respectively over the preceding years, except for FY 2023-24, wherein 25% increase is projected. The 25% increase in Payroll costs in FY 2023-24 over the preceding year is considered after taking into account 16% increase in Aircraft Traffic to be handled in FY 2023-24 over FY 2022-23, compliances for increase in minimum wages and corresponding increase in other statutory components like EPF, ESI etc. Further, the projected increase in Payroll Costs is commensurate with the increase in Revenue considered by the ISP for the Third Control Period.

5.8.3 As regard to M/s SpiceJet’s request that YoY increase in respect of other expenses should not exceed by 5%, the Authority notes that the projected increase in the other components of OPEX viz. Administration and General Expenses, Utilities and Outsourcing Expenses, Repair and Maintenance Expenses and Concession Fees are projected in line with increase in Revenue/ Aircraft Traffic Volume. Further, as per the submission of ISP, unit rates of electricity, water & fuel are increasing YoY due to annual inflation. In addition, space license fee payable to Airport operator is increasing by 10% on YoY basis as per contractual provisions.

Considering the above, the Authority feels that the OPEX projected by the ISP for the Third Control Period seems reasonable. Therefore, the Authority decides to maintain the same view on Operating and Maintenance Expenditure for the Third Control Period as taken at Consultation Stage.

5.9 Authority’s Decision regarding OPEX for the Third Control Period:

Based on the material before it and its analysis, the Authority, decides to consider the OPEX for the Third Control Period as per Table-6.



CHAPTER 6: ANNUAL TARIFF PROPOSAL

GBASPL submissions on Annual Tariff Proposal for the Third Control Period as part of MYTP

6.1 GBASPL submitted the Tariff proposal for Ground Handling Services at Thiruvananthapuram International Airport for the Third Control Period (FY 2021-22 to FY 2025-26) as given in Table 7 below:

Table 7: Proposed Tariff Rates for Scheduled Flights to be handled by GBASPL for the Third Control Period

(Rates in ₹)

	FY 2022-23			FY 2023-24			FY 2024-25			FY 2025-26		
	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full
Domestic Passenger Flight												
Code B	5,083	15,248	20,330	5,438	16,315	21,753	5,819	17,457	23,276	6,226	18,679	24,905
Code C	8,025	24,075	32,100	8,587	25,760	34,347	9,188	27,563	36,751	9,831	29,493	39,324
Code D	12,639	37,918	50,558	13,524	40,572	54,097	14,471	43,412	57,883	15,484	46,451	61,935
Code E	28,649	85,948	1,14,597	30,655	91,964	1,22,619	32,801	98,402	1,31,202	35,097	1,05,290	1,40,386
International Passenger Flight												
Code C	29,425	88,275	1,17,700	31,485	94,454	1,25,939	33,689	1,01,066	1,34,755	36,047	1,08,141	1,44,188
Code D	47,348	1,42,043	1,89,390	50,662	1,51,985	2,02,647	54,208	1,62,624	2,16,833	58,003	1,74,008	2,32,011
Code E	54,491	1,63,473	2,17,964	58,305	1,74,916	2,33,222	62,387	1,87,161	2,49,547	66,754	2,00,262	2,67,016
Code F	83,420	2,50,260	3,33,680	89,259	2,67,778	3,57,037	95,507	2,86,522	3,82,030	1,02,193	3,06,579	4,08,772
Domestic Cargo Flight												
Code C	NA	32,100	NA	NA	34,347	NA	NA	36,751	NA	NA	39,324	NA
Code D	NA	53,500	NA	NA	57,245	NA	NA	61,252	NA	NA	65,540	NA
Code E	NA	90,950	NA	NA	97,317	NA	NA	1,04,129	NA	NA	1,11,418	NA
International Cargo Flight												
Code C	NA	1,15,560	NA	NA	1,23,649	NA	NA	1,32,305	NA	NA	1,41,566	NA
Code D	NA	1,55,150	NA	NA	1,66,011	NA	NA	1,77,631	NA	NA	1,90,065	NA
Code E	NA	2,03,300	NA	NA	2,17,531	NA	NA	2,32,758	NA	NA	2,49,051	NA
Code F	NA	3,00,312	NA	NA	3,21,333	NA	NA	3,43,827	NA	NA	3,67,895	NA

Notes:

1. Any flight where either its arrival or departure are international, will also be considered as an International Flight for the purposes of applying above rates.
2. The above rates are for basic Handling Services.
3. The above rates are exclusive of GST and any other applicable Government taxes.



6.2 GBASPL proposed the following % increase in the Tariff for Scheduled Flights at Thiruvananthapuram International Airport as stated in the table below:

Table 8: Statement of YoY Percentage (%) Change in different Category of Scheduled Flights for the Third Control Period

Particulars	FY 2023-24			FY 2024-25			FY 2025-26		
	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full
Domestic Passenger Flights									
CODE B	7%	7%	7%	7%	7%	7%	7%	7%	7%
CODE C	7%	7%	7%	7%	7%	7%	7%	7%	7%
CODE D	7%	7%	7%	7%	7%	7%	7%	7%	7%
CODE E	7%	7%	7%	7%	7%	7%	7%	7%	7%
International Passenger Flights									
CODE C	7%	7%	7%	7%	7%	7%	7%	7%	7%
CODE D	7%	7%	7%	7%	7%	7%	7%	7%	7%
CODE E	7%	7%	7%	7%	7%	7%	7%	7%	7%
Domestic Cargo Flights									
CODE C	-	7%	-	-	7%	-	-	7%	-
CODE D	-	7%	-	-	7%	-	-	7%	-
CODE E	-	7%	-	-	7%	-	-	7%	-
International Cargo Flights									
CODE C	-	7%	-	-	7%	-	-	7%	-
CODE D	-	7%	-	-	7%	-	-	7%	-
CODE E	-	7%	-	-	7%	-	-	7%	-
CODE F	-	7%	-	-	7%	-	-	7%	-

6.3 GBASPL submitted separate Tariff Rate Card for Non-Scheduled and General Aviation Operation(s) as per table given below :-

Table 9 - Annual Tariff Proposal submitted by GBASPL for Non-Scheduled and General Aviation Operations - Domestic and International Flights

(Rates in ₹)

A/C Category	FY 2022-23		FY 2023-24		FY 2024-25		FY 2025-26	
	Domestic	Inter-national	Domestic	Inter-national	Domestic	Inter-national	Domestic	Inter-national
MTOW								
0-5000	25,145	48,150	26,905	51,521	28,788	55,127	30,803	58,986
5001-10000	32,100	88,275	34,347	94,454	36,751	1,01,066	39,324	1,08,141
10001- 20000	39,055	1,40,438	41,789	1,50,269	44,714	1,60,788	47,844	1,72,043
20001- 35000	65,805	1,60,500	70,411	1,71,735	75,340	1,83,756	80,614	1,96,619
35001- 40000	67,410	1,80,563	72,129	1,93,202	77,178	2,06,726	82,580	2,21,197
40001- 50000	67,410	2,00,625	72,129	2,14,669	77,178	2,29,696	82,580	2,45,775
50001- 100000	90,950	2,60,813	97,317	2,79,070	104,129	2,98,605	111,418	3,19,507
100001 - 200000	214,000	3,61,125	228,980	3,86,404	245,009	4,13,452	262,160	4,42,394
200001- 300000	267,500	4,33,350	286,225	4,63,685	306,261	4,96,143	327,699	5,30,873
300001 and above	321,000	5,21,625	343,470	5,58,139	367,513	5,97,209	393,239	6,39,014

Notes:

1. The above rates are for basic Handling Services.
2. The above rates are exclusive of GST and any other applicable Government taxes.



6.4 **Authority's Examination regarding Annual Tariff Proposal at Consultation Stage:**

- 6.4.1 The Authority observed that in case of Scheduled Flights, the ISP has proposed 7% YoY increase in Tariff from FY 2023-24 onward (Refer Table 8).
- 6.4.2 The Authority observed that in line with proposed Tariff for Scheduled Flights, the ISP in case of Non-Scheduled Flights and General Aviation Operations proposed 7% YoY increase in Tariff from FY 2023-24 onward.
- 6.4.3 The Authority further noted that GBASPL proposed a separate Tariff for Non-Scheduled and General Aviation Flights. In this regard, the Authority is of the view that the Tariff for Domestic Non-Scheduled and General Aviation Operations should not be more than the Tariff of relevant Domestic Scheduled Flights for similar class of Aircraft(s). However, the Authority proposes to consider the separate Tariff in case of International Non-Scheduled & General Aviation Operations as per Table 9 given above.
- 6.4.4 Further, GBASPL should ensure compliance of Standardization of Ground Handling Equipment at Thiruvananthapuram Airport, in accordance with the directives issued by Ministry of Civil Aviation vide its letter no. AV-24011/10/2021-AAI-MOCA dated 01.11.2021.

Stakeholders' Comments

6.5 **M/s SpiceJet comments on Tariff rates for the Third Control Period:**

M/s SpiceJet submitted the following comments on the Tariff proposed for the Third Control Period:

"At the onset we submit that the proposed rates of tariff are very high, especially for the scheduled passenger flights and especially in the back drop of COVID-19. It is in the interest of all the stakeholders not to implement such high tariffs in order to encourage middle class people to travel by air, which will help in sharp post COVID-19 recovery of aviation sector. In addition, while we protest the higher tariffs proposed for the International Non-Scheduled and General Aviation Flights, we see that no justification has been given for higher tariff for International Non-Scheduled and General Aviation Flights, which may please be provided. We also humbly request you that no hikes in tariffs should be granted to GBASPL in the Third Control Period after FY 2023."

6.6 **GBASPL response to M/s SpiceJet Comments regarding Tariff Rates for the Third Control Period:**

"The observation made are of very generic and lacks substance to support this observation. SpiceJet has to understand that these rates are maximum rates and SpiceJet has option of discussing and negotiating. SpiceJet also has option of choosing other service provider or do self-handling in case negotiated prices are not suitable to them."

6.7 **Authority's Analysis regarding Annual Tariff Proposal for the Third Control Period:**

- 6.7.1 The Authority notes that GBASPL has proposed an increase of 7% YoY from FY 2023-24 onward for Scheduled Flights and Non-Scheduled & General Aviation Operations.
- 6.7.2 As regard to the comments of M/s SpiceJet on the proposed increase in Tariff rates, the Authority notes the submission of GBASPL that actual Tariff rates that would be charged to airlines will be different from the ceiling Tariff approved by the Authority, as the Tariff rates are negotiable and is decided bilaterally with the GHA, as a commercial obligation between authorized Airlines and ISP.
- 6.7.3 The Authority feels that 7% YoY increase proposed by the ISP in Tariff Rates from FY 2023-24 onward is reasonable considering the CAPEX proposed for the Third Control Period and projected



increase in operating costs, due to factors like increase in number of flights to be handled, periodic increase in the minimum wages rates, fuel Cost, impact of general inflation on other components of operational costs. The Authority feels that market competition due to presence of Second Service Provider is expected to moderate the service charges for the Users.

- 6.7.4 The Authority notes that in accordance with MoCA's directive vide letter no. AV-24032/184/2022-AAI-MOCA dated 23rd September, 2022 regarding provision of Item-wise charges in respect of Ground Handling Services at Major Airport for Non-Scheduled Operators Permit (NSOP) and General Aviation (GA), GBASPL vide mail dated 18.10.2022 has submitted a separate Tariff Rate Card for Item-wise Charges for Scheduled and Non-Scheduled Operators, including General Aviation (as per Annexure III).
- 6.7.5 Considering the above, the Authority decides to adopt the Tariff Rate cards for Scheduled Flights (Domestic & International), International Non-Scheduled Flights & Item-wise charges for Ground Handling Services as per **Annexure-I, II & III** respectively.
- 6.7.6 The Authority also decides that GBASPL shall ensure compliance towards Standardization of Ground Handling Equipment at Thiruvananthapuram Airport in accordance with the directives issued by Ministry of Civil Aviation vide its letter no. AV-240 11/10/2021-AAI-MOCA dated 01.11.2021.

Authority's Decisions regarding Tariff Proposal for the Third Control Period:

Based on the available facts and analysis, the Authority decides the following with regard to Tariff structure and Annual Tariff Proposal for the Third Control Period:

- 6.8 The Authority decides to adopt the Tariff Rates for Ground Handling Services provided by GBASPL in respect of Scheduled Flights, International "Non-Scheduled & General Aviation Flights" and Item-wise Tariff Rate card for the Third Control Period as per **Annexures (I, II & III)**.
- 6.9 The Authority decides that the Tariff Rates indicated in Annexures (I, II & III) shall be maximum Tariff to be charged. No other charge is to be levied over and above the approved Tariff Rates.
- 6.10 The Authority decides that Tariff for Domestic Non-Scheduled & General Aviation Operations, including Item-wise Charges for Ground Handling Services, shall not exceed the approved Tariff(s) for relevant Domestic Scheduled Flights for similar class of Aircraft(s).
- 6.11 The Authority, further decides that in case of payment in foreign currency, the RBI conversion rate as on the last day of the previous month will be applicable for the first fortnight and rate as on 15th of the month will be applicable for the second fortnight.
- 6.12 The Authority also decides that GBASPL shall ensure compliance towards Standardization of Ground Handling Equipment at Thiruvananthapuram Airport in accordance with the directives issued by Ministry of Civil Aviation vide its letter no. AV-240 11/10/2021-AAI-MOCA dated 01.11.2021.



CHAPTER 7: SUMMARY OF AUTHORITY'S DECISIONS

The Summary of Authority's decisions (given under each chapter) regarding the Tariff determination of GBASPL, for the Third Control Period is as under:

Chapter	Para	Summary of Authority's Decisions	Page No.
Chapter No.2	2.8	The Authority decides to consider Tariff determination exercise of GBASPL for providing Ground Handling Services at Thiruvananthapuram International Airport under “ Light Touch Approach ” for the Third Control Period, as the regulated service is ‘ Not Material ’.	8
Chapter No. 3	3.10	The Authority decides to consider the Aircraft Traffic (Flights to be handled) for the Third Control Period as per Table 3.	10
Chapter No. 4	4.10	The Authority decides to consider the CAPEX for the Third Control Period as per Table-4.	14
Chapter No. 5	5.11	The Authority, decides to consider the OPEX for the Third Control Period as per Table-6.	19
Chapter No. 6	6.8	The Authority decides to adopt the Tariff Rates for Ground Handling Services provided by GBASPL in respect of Scheduled Flights, International “Non-Scheduled & General Aviation Flights” and Item-wise Tariff Rate card for the Third Control Period as per Annexures (I, II & III).	23
	6.9	The Authority decides that the Tariff Rates indicated in Annexures (I, II & III) shall be maximum Tariff to be charged. No other charge is to be levied over and above the approved Tariff Rates	
	6.10	The Authority decides that Tariff for Domestic Non-Scheduled & General Aviation Operations, including Item-wise Charges for Ground Handling Services, shall not exceed the approved Tariff(s) for relevant Domestic Scheduled Flights for similar class of Aircraft(s).	
	6.11	The Authority, further decides that in case of payment in foreign currency, the RBI conversion rate as on the last day of the previous month will be applicable for the first fortnight and rate as on 15th of the month will be applicable for the second fortnight.	
	6.12	The Authority also decides that GBASPL shall ensure compliance towards Standardization of Ground Handling Equipment at Thiruvananthapuram Airport in accordance with the directives issued by Ministry of Civil Aviation vide its letter no. AV-240 11/10/2021-AAI-MOCA dated 01.11.2021	



CHAPTER 8: ORDER

Upon careful consideration of the material available on record, as well as submission made by GBASPL, the Authority, in exercise of powers conferred upon it by Section 13(1)(a) of the AERA Act, 2008 hereby orders that:

- (i) The Ground Handling Service provided by M/s GSEC Bird Airport Services Pvt. Ltd. at Thiruvananthapuram International Airport is deemed "**Not Material**". Therefore, the Authority decides to adopt '**Light Touch Approach**' for determination of Tariff for the Third Control Period (FY 2021-22 to FY 2025-26).
- (ii) The Authority decides that the Tariff Rates indicated in Annexure (I, II & III) shall be maximum Tariff to be charged. No other charge to be levied over and above the approved Tariff Rates.
- (iii) The Authority decides that Tariff for Domestic Non-Scheduled Flights & General Aviation, including Item wise charges for Ground Handling Services, shall not exceed the approved Tariffs for relevant Domestic Scheduled Flights for similar class of aircraft(s).
- (iv) The Authority decides that in case of payment in foreign currency, the RBI conversion rate as on the last day of the previous month will be applicable for the first fortnight and rate as on 15th of the month will be applicable for the second fortnight.
- (v) The Tariff(s) determined herein are exclusive of taxes, if any.
- (vi) This Tariff Order shall be effective from **01.11.2022**.
- (vii) GBASPL shall maintain the separate accounts for its Ground Handling Operations at Thiruvananthapuram Airport and at the end of each tariff year submit Annual Compliance Statement (ACS), including annual audited accounts, as per AERA CGF Guidelines, 2011 (clause 11.4).
- (viii) The Airport operator shall ensure the compliance of the Order.

By the Order of and in the
Name of the Authority


(Col Manu Sooden)
Secretary

To

M/s GSEC Bird Airport Services Pvt. Ltd.
E-9, Connaught House, Connaught Place,
New Delhi-110001
(Through: Shri Sundeep K. Jain, Chief Executive Officer)

Copy to:

1. Secretary, Ministry of Civil Aviation, Rajiv Gandhi Bhawan, Safdarjung Airport, New Delhi-110003.
2. Shri Darshan Singh, Chief Airport Officer, Thiruvananthapuram International Airport Limited, Airport Rd, Chacka, Thiruvananthapuram, Kerala - 695008



Annexure – I**APPROVED TARIFF RATE CARD FOR GBASPL PROVIDING GROUND HANDLING SERVICES AT THIRUVANANTHAPURAM INTERNATIONAL AIRPORT, THIRUVANANTHAPURAM**

Maximum Tariff rates to be levied for Domestic* and International Scheduled Flights
from FY 2022-23 to FY 2025-26 of the Third Control Period

Approved Tariff is effective from 01.11.2022

(Rates in ₹)

	FY 2022-23			FY 2023-24			FY 2024-25			FY 2025-26		
	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full
Domestic Passenger Flight												
Code B	5,083	15,248	20,330	5,438	16,315	21,753	5,819	17,457	23,276	6,226	18,679	24,905
Code C	8,025	24,075	32,100	8,587	25,760	34,347	9,188	27,563	36,751	9,831	29,493	39,324
Code D	12,639	37,918	50,558	13,524	40,572	54,097	14,471	43,412	57,883	15,484	46,451	61,935
Code E	28,649	85,948	1,14,597	30,655	91,964	1,22,619	32,801	98,402	1,31,202	35,097	1,05,290	1,40,386
International Passenger Flight												
Code C	29,425	88,275	1,17,700	31,485	94,454	1,25,939	33,689	1,01,066	1,34,755	36,047	1,08,141	1,44,188
Code D	47,348	1,42,043	1,89,390	50,662	1,51,985	2,02,647	54,208	1,62,624	2,16,833	58,003	1,74,008	2,32,011
Code E	54,491	1,63,473	2,17,964	58,305	1,74,916	2,33,222	62,387	1,87,161	2,49,547	66,754	2,00,262	2,67,016
Code F	83,420	2,50,260	3,33,680	89,259	2,67,778	3,57,037	95,507	2,86,522	3,82,030	1,02,193	3,06,579	4,08,772
Domestic Cargo Flight												
Code C	NA	32,100	NA	NA	34,347	NA	NA	36,751	NA	NA	39,324	NA
Code D	NA	53,500	NA	NA	57,245	NA	NA	61,252	NA	NA	65,540	NA
Code E	NA	90,950	NA	NA	97,317	NA	NA	1,04,129	NA	NA	1,11,418	NA
International Cargo Flight												
Code C	NA	1,15,560	NA	NA	1,23,649	NA	NA	1,32,305	NA	NA	1,41,566	NA
Code D	NA	1,55,150	NA	NA	1,66,011	NA	NA	1,77,631	NA	NA	1,90,065	NA
Code E	NA	2,03,300	NA	NA	2,17,531	NA	NA	2,32,758	NA	NA	2,49,051	NA
Code F	NA	3,00,312	NA	NA	3,21,333	NA	NA	3,43,827	NA	NA	3,67,895	NA

* Tariff for Domestic Scheduled Flights is also applicable to Domestic Non-Scheduled Flights and General Aviation Operations.

Notes:

- Above Tariff Rates are excluding of applicable taxes, if any.
- Tariff determined shall be the maximum Tariff to be charged. No other charge is to be levied over and above the approved Tariff Rates.
- For payment in foreign currency, the RBI conversion rate as on the last day of the previous month will be applicable for the first fortnight and the rate as on 15th of the month will be applicable for the second fortnight.



**APPROVED TARIFF RATE CARD FOR GBASPL PROVIDING GROUND HANDLING SERVICES
AT THIRUVANANTHAPURAM INTERNATIONAL AIRPORT, THIRUVANANTHAPURAM**

Maximum Tariff rates to be levied for International "Non-Scheduled & General Aviation Flights"
from FY 2022-23 to FY 2025-26 of the Third Control Period

Approved Tariff is effective from 01.11.2022

A/C Category MTOW	(Rates in ₹)			
	FY 2022-23	FY 2023-24	FY 2024-25	FY 2025-26
0-5000	48,150	51,521	55,127	58,986
5001-10000	88,275	94,454	1,01,066	1,08,141
10001- 20000	1,40,438	1,50,269	1,60,788	1,72,043
20001- 35000	1,60,500	1,71,735	1,83,756	1,96,619
35001- 40000	1,80,563	1,93,202	2,06,726	2,21,197
40001- 50000	2,00,625	2,14,669	2,29,696	2,45,775
50001- 100000	2,60,813	2,79,070	2,98,605	3,19,507
100001 - 200000	3,61,125	3,86,404	4,13,452	4,42,394
200001- 300000	4,33,350	4,63,685	4,96,143	5,30,873
300001 and above	5,21,625	5,58,139	5,97,209	6,39,014

Notes:

- Above Tariff Rates are excluding of applicable taxes, if any.
- Tariff determined shall be the maximum Tariff to be charged. No other charge is to be levied over and above the approved Tariff Rates.
- For payment in foreign currency, the RBI conversion rate as on the last day of the previous month will be applicable for the first fortnight and the rate as on 15th of the month will be applicable for the second fortnight.

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**APPROVED TARIFF RATE CARD FOR GBASPL PROVIDING GROUND HANDLING SERVICES
AT THIRUVANANTHAPURAM INTERNATIONAL AIRPORT, THIRUVANANTHAPURAM**

Approved Tariff is effective from 01.11.2022

**(A) - Maximum Tariff for Item-wise Charges in respect of Scheduled Domestic* & International Flights
for FY 2022-23 to FY 2025-26 of the Third Control Period**

S. NO.	SERVICES	UNIT	2022-23		2023-24		2024-25		2025-26	
			Dom.	Intl.	Dom.	Intl.	Dom.	Intl.	Dom.	Intl.
1	Air Conditioning Unit (NB)	Per Hour	6000	11000	6420	11770	6869	12594	7350	13476
2	Air Conditioning Unit (WB)	Per Hour	9200	13800	9844	14766	10533	15800	11270	16906
3	Air Starter Unit (NB)	Per Start	8200	12500	8774	13375	9388	14311	10045	15313
4	Air Starter Unit (WB)	Per Start	12650	19991	13536	21390	14484	22887	15498	24489
5	Aircraft Disinfection - Freighter Aircrafts	Per service	4875	7500	5216	8025	5581	8587	5972	9188
6	Aircraft Disinfection - Pax Aircrafts Code C	Per service	6000	12220	6420	13075	6869	13990	7350	14969
7	Aircraft Disinfection - Pax Aircrafts Code D/E	Per service	10000	20000	10700	21400	11449	22898	12250	24501
8	Aircraft Disinfection - Pax Aircrafts Code F	Per service	15000	30000	16050	32100	17174	34347	18376	36751
9	Aircraft marshalling	Per service	1000	2250	1070	2408	1145	2577	1225	2757
10	Ambulift	Per flight leg	7000	11500	7490	12305	8014	13166	8575	14088
11	Apron Transport (Passenger)	Per Trip	1500	3000	1605	3210	1717	3435	1837	3675
12	Arrange non-scheduled Crew Hotel Accommodation (HOTAC)	Per flight	1300	2000	1391	2140	1488	2290	1592	2450
13	ATC payment services	Per flight	1500	3000	1605	3210	1717	3435	1837	3675
14	Baggage ID	Per Service	1500	3000	1605	3210	1717	3435	1837	3675
15	Baggage/Cargo cart	Per Hour	300	550	321	589	343	630	367	674
16	Ballast Bags refill	Per refill-per bag	1000	1500	1070	1605	1145	1717	1225	1837
17	Blue collar staff	Per staff per hour	1200	1500	1284	1605	1374	1717	1470	1837
18	Brake Cooling Service	Per flight	6000	11000	6420	11770	6869	12594	7350	13476
19	Cabin loading/unloading NB	Per hour	8500	13250	9095	14178	9732	15170	10413	16232
20	Cabin loading/unloading WB	Per hour	10000	15000	10700	16050	11449	17174	12250	18376
21	Cargo Supervision services	Per flight	2500	5000	2675	5350	2862	5725	3062	6126
22	Container/Pallet Dolly	Per Hour	350	650	375	696	401	745	429	797
23	Container/Pallet Dolly 20 FT	Per Hour	450	875	482	936	516	1002	552	1072
24	Conveyor belt	Per Hour	2500	3750	2675	4013	2862	4294	3062	4595
25	Crew Transport	Per Trip	2500	3750	2675	4013	2862	4294	3062	4595
26	Deportee/ Inadmissible (INAD) handling	Per Passenger	2500	3750	2675	4013	2862	4294	3062	4595
27	Direct crew through airport facilities	Per Service	1800	2600	1926	2782	2061	2977	2205	3185



S. NO.	SERVICES	UNIT	2022-23		2023-24		2024-25		2025-26	
			Dom.	Intl.	Dom.	Intl.	Dom.	Intl.	Dom.	Intl.
28	Excess Baggage Fee (% of collection)	As per collection	10%	10%	10%	10%	10%	10%	10%	10%
29	Exterior Cleaning - NB	Per Service	18000	27000	19260	28890	20608	30912	22051	33076
30	Exterior Cleaning - WB	Per Service	24000	36000	25680	38520	27478	41216	29401	44101
31	Forklift (3 Tons)	Per Hour	3500	5500	3745	5885	4007	6297	4287	6738
32	Full body suit PPE	Per suit	750	1500	803	1605	859	1717	919	1837
33	Ground Power Unit	Per Hour	5000	10500	5350	11235	5725	12021	6126	12862
34	Headset service	Per Flight	1200	1800	1284	1926	1374	2061	1470	2205
35	Interior Deep Cleaning - NB	Per Service	4550	7800	4869	8346	5210	8930	5575	9555
36	Interior Deep Cleaning - WB	Per Service	7150	10725	7651	11476	8187	12279	8760	13139
37	Interior Turn Cleaning - NB	Per Service	3500	6000	3745	6420	4007	6869	4287	7350
38	Interior Turn Cleaning - WB	Per Service	5500	8250	5885	8828	6297	9446	6738	10107
39	Lower Deck Loader (LDL)	Per hour	10000	15000	10700	16050	11449	17174	12250	18376
40	Manual Check-In	Per Passenger	6500	11000	6955	11770	7442	12594	7963	13476
41	Middle Deck Loader (MDL)	Per hour	12500	18750	13375	20063	14311	21467	15313	22970
42	Operational Flight Plan Print Out	Per service	600	1500	642	1605	687	1717	735	1837
43	Passenger Step (mobile-NB)	Per Hour	1500	3000	1605	3210	1717	3435	1837	3675
44	Passenger Step (mobile-WB)	Per Hour	2250	4000	2408	4280	2577	4580	2757	4901
45	Pushback for narrow body aircraft	Per Push	6000	11000	6420	11770	6869	12594	7350	13476
46	Pushback for wide body aircraft	Per Push	8000	15000	8560	16050	9159	17174	9800	18376
47	Stationary (Boarding card & Tags)	Per Flight	3500	7000	3745	7490	4007	8014	4287	8575
48	Tail stand	Per Hour	4500	7500	4815	8025	5152	8587	5513	9188
49	Toilet truck	Per Service	3000	5500	3210	5885	3435	6297	3675	6738
50	Towbar	Per Use	3000	5500	3210	5885	3435	6297	3675	6738
51	Towing of narrow body aircraft	Per Tow	8400	15400	8988	16478	9617	17631	10290	18865
52	Towing of wide body aircraft	Per Tow	11200	21000	11984	22470	12823	24043	13721	25726
53	Transit w/o visa pax	Per Passenger	2500	3750	2675	4013	2862	4294	3062	4595
54	Trestle (standard size - 4ft)	Per Hour	750	1500	803	1605	859	1717	919	1837
55	Tugs	Per Hour	2000	3500	2140	3745	2290	4007	2450	4287
56	Unit Load Device (ULD) Storage	Per ULD/per day	275	425	294	455	315	487	337	521
57	Unaccompanied Minor (UM) Handling	Per UM	2500	3750	2675	4013	2862	4294	3062	4595
58	Vacuum Cleaner	Per Hour	2000	3500	2140	3745	2290	4007	2450	4287
59	VIP Vehicle (Innova Range)	Per trip	6900	10350	7383	11075	7900	11850	8453	12680
60	VIP Vehicle (Luxury - Mercedes/ BMW / AUDI range)	Per trip	10350	15525	11075	16612	11850	17775	12680	19019
61	VIPs	Per Passenger	2500	3750	2675	4013	2862	4294	3062	4595
62	Water truck	Per Service	3500	6500	3745	6955	4007	7442	4287	7963
63	Water Uplift	Per Ltr.	5	7	5	7	5	7	5	7
64	Wheel Chair	Per Service	500	800	535	856	572	916	612	980



S. NO.	SERVICES	UNIT	2022-23		2023-24		2024-25		2025-26	
			Dom.	Intl.	Dom.	Intl.	Dom.	Intl.	Dom.	Intl.
65	White collar staff	Per staff per hour	1800	2600	1926	2782	2061	2977	2205	3185

* Item Wise charges for Scheduled Domestic Flights is also applicable to Domestic Non-Scheduled flights and General Aviation.
WB= Wide Body Aircraft; NB Narrow Body Aircraft

Notes:

- Above Tariff Rates are excluding of all applicable taxes, if any.
- Tariff determined shall be the maximum Tariff to be charged No other charge is to be levied over and above the approved Tariff Rates.
- For payment in foreign currency, the RBI conversion rate as on the last day of the previous month will be applicable for the first fortnight and the rate as on the 15th of the month will be applicable for the second fortnight.



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(B) - Maximum Tariff for Item wise charges for International "Non-Scheduled Operators & General Aviation".

S. NO.	SERVICES	UNIT	2022-23	2023-24	2024-25	2025-26
			Intl.	Intl.	Intl.	Intl.
1	Air Conditioning Unit (NB)	Per Hour	11000	11770	12594	13476
2	Air Conditioning Unit (WB)	Per Hour	13800	14766	15800	16906
3	Air Starter Unit (NB)	Per Start	12500	13375	14311	15313
4	Air Starter Unit (WB)	Per Start	19991	21390	22887	24489
5	Aircraft Disinfection - Freighter Aircrafts	Per service	7500	8025	8587	9188
6	Aircraft Disinfection - Pax Aircrafts Code C	Per service	12220	13075	13990	14969
7	Aircraft Disinfection - Pax Aircrafts Code D/E	Per service	20000	21400	22898	24501
8	Aircraft Disinfection - Pax Aircrafts Code F	Per service	30000	32100	34347	36751
9	Aircraft marshalling	Per service	2250	2408	2577	2757
10	Ambulift	Per flight leg	11500	12305	13166	14088
11	Apron Transport (Passenger)	Per Trip	3000	3210	3435	3675
12	Arrange non-scheduled Crew Hotel Accommodation (HOTAC)	Per flight	2000	2140	2290	2450
13	ATC payment services	Per flight	3000	3210	3435	3675
14	Baggage ID	Per Service	3000	3210	3435	3675
15	Baggage/ Cargo cart	Per Hour	550	589	630	674
16	Ballast Bags refill	Per refill-per bag	1500	1605	1717	1837
17	Blue collar staff	Per staff per hour	1500	1605	1717	1837
18	Brake Cooling Service	Per flight	11000	11770	12594	13476
19	Cabin loading/unloading NB	Per hour	13250	14178	15170	16232
20	Cabin loading/unloading WB	Per hour	15000	16050	17174	18376
21	Cargo Supervision services	Per flight	5000	5350	5725	6126
22	Container/Pallet Dolly	Per Hour	650	696	745	797
23	Container/Pallet Dolly 20 FT	Per Hour	875	936	1002	1072
24	Conveyor belt	Per Hour	3750	4013	4294	4595
25	Crew Transport	Per Trip	3750	4013	4294	4595
26	Deportee/ Inadmissible (INAD) handling	Per Passenger	3750	4013	4294	4595
27	Direct crew through airport facilities	Per Service	2600	2782	2977	3185
28	Excess Baggage Fee (% of collection)	As per collection	10%	10%	10%	10%
29	Exterior Cleaning - NB	Per Service	27000	28890	30912	33076
30	Exterior Cleaning - WB	Per Service	36000	38520	41216	44101
31	Forklift (3 Tons)	Per Hour	5500	5885	6297	6738
32	Full body suit PPE	Per suit	1500	1605	1717	1837
33	Ground Power Unit	Per Hour	10500	11235	12021	12862
34	Headset service	Per Flight	1800	1926	2061	2205
35	Interior Deep Cleaning - NB	Per Service	7800	8346	8930	9555
36	Interior Deep Cleaning - WB	Per Service	10725	11476	12279	13139
37	Interior Turn Cleaning - NB	Per Service	6000	6420	6869	7350



S. NO.	SERVICES	UNIT	2022-23	2023-24	2024-25	2025-26
			Intl.	Intl.	Intl.	Intl.
38	Interior Turn Cleaning - WB	Per Service	8250	8828	9446	10107
39	Lower Deck Loader	Per hour	15000	16050	17174	18376
40	Manual Check-In	Per Passenger	11000	11770	12594	13476
41	Middle Deck Loader	Per hour	18750	20063	21467	22970
42	Operational Flight Plan Print Out	Per service	1500	1605	1717	1837
43	Passenger Step (mobile-NB)	Per Hour	3000	3210	3435	3675
44	Passenger Step (mobile-WB)	Per Hour	4000	4280	4580	4901
45	Pushback for narrow body aircraft	Per Push	11000	11770	12594	13476
46	Pushback for wide body aircraft	Per Push	15000	16050	17174	18376
47	Stationary (Boarding card & Tags)	Per Flight	7000	7490	8014	8575
48	Tail stand	Per Hour	7500	8025	8587	9188
49	Toilet truck	Per Service	5500	5885	6297	6738
50	Towbar	Per Use	5500	5885	6297	6738
51	Towing of narrow body aircraft	Per Tow	15400	16478	17631	18865
52	Towing of wide body aircraft	Per Tow	21000	22470	24043	25726
53	Transit w/o visa pax	Per Passenger	3750	4013	4294	4595
54	Trestle (standard size - 4ft)	Per Hour	1500	1605	1717	1837
55	Tugs	Per Hour	3500	3745	4007	4287
56	Unit Load Device (ULD) Storage	Per ULD/per day	425	455	487	521
57	Unaccompanied Minor (UM) Handling	Per UM	3750	4013	4294	4595
58	Vacuum Cleaner	Per Hour	3500	3745	4007	4287
59	VIP Vehicle (Innova Range)	Per trip	10350	11075	11850	12680
60	VIP Vehicle (Luxury - Mercedes/ BMW / AUDI range)	Per trip	15525	16612	17775	19019
61	VIPs	Per Passenger	3750	4013	4294	4595
62	Water truck	Per Service	6500	6955	7442	7963
63	Water Uplift	Per Ltr.	7	7	7	7
64	Wheel Chair	Per Service	800	856	916	980
65	White collar staff	Per staff per hour	2600	2782	2977	3185

WB= Widebody Aircraft; NB Narrow Body Aircraft

Notes:

- Above Tariff Rates are excluding of all applicable taxes, if any.
- Tariff determined shall be the maximum Tariff to be charged. No other charge is to be levied over and above the approved Tariff Rates.
- For payment in foreign currency, the RBI conversion rate as on the last day of the previous month will be applicable for the first fortnight and the rate as on the 15th of the month will be applicable for the second fortnight.

