

**भारतीय विमानपत्तन आर्थिक विनियामक प्राधिकरण**  
**Airports Economic Regulatory Authority of India**

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**आदेश संख्या 22/2025-26**

**Order No. 22/2025-26**

तृतीय तल/ 3rd Floor,  
उड़ान भवन/ Udaan Bhawan,  
सफदरजंग हवाईअड्डा/ Safdarjung Airport  
नई दिल्ली/New Delhi – 110003

जारी करने की तारीख: 21.11.2025

Date of Issue: 21.11.2025

सेवा/Service : ग्राउंड हैंडलिंग सेवाएं / Ground Handling Services

सेवा प्रदाता/Service provider : एयर इंडिया सेट्स एयरपोर्ट सर्विसेज प्राइवेट लिमिटेड (एआईएसएटीएस) /  
Air India SATS Airport Services Private Limited (AISATS)

हवाईअड्डा/Airport : कोचीन अंतरराष्ट्रीय हवाई अड्डा /  
Cochin International Airport

हवाईअड्डा प्रचालक/  
Airport Operator : कोचीन इंटरनेशनल एयरपोर्ट लिमिटेड /  
Cochin International Airport Limited (CIAL)

विषय: मैसर्स एयर इंडिया सेट्स एयरपोर्ट सर्विसेज प्राइवेट लिमिटेड (ए.आई.एस.ए.टी.एस.) द्वारा कोचीन अंतरराष्ट्रीय हवाई अड्डा में प्रदान की जाने वाली ग्राउंड हैंडलिंग सेवाओं के संबंध में सी. ओ. डी. से 31.03.2026 तक तदर्थ टैरिफ के संदर्भ में।

**Sub: Ad-hoc Tariff for M/s Air India SATS Airport Services Private Limited (AISATS) for its proposed Ground Handling Services at Cochin International Airport, effective from Commencement Operation Date (C.O.D.) to 31.03.2026 - Reg.**

**Background and Independent Service Provider's submission:**

1. M/s Celebi Airport Services India Private Limited (Celebi) was providing Ground Handling Services at Cochin International Airport since January, 2018. AERA, vide Order no. 24/2021-25 dated 14.10.2021 had approved tariff in respect of the Ground Handling Services (GHS) for the Third Control Period (FY 2021-22 to FY 2025-26) w.e.f. from 01.11.2021 to 21.03.2026.
2. Bureau of Civil Aviation Security (BCAS), vide letter dated 15.05.2025 had withdrawn the security clearance of M/s Celebi on the ground of national security.





3. M/s Air India SATS Airport Services Private Limited (AISATS) vide letter dated 08.10.2025 informed that M/s Cochin International Airport Limited, CIAL (Airport Operator) had issued a tender on 10.07.2024 for appointment of two new Ground Handling Agencies (GHA) at Cochin International Airport, in place of existing Ground Handling Agencies (M/s Celebi and M/s Bird Worldwide Flight Services (India) Private Limited) whose regular concession term had ended and were operating on ad-hoc extension given by the Airport Operator, as AERA approved tariff rates was valid upto 31.03.2026.
4. In the aforesaid tender, M/s AISATS emerged as a successful bidder and the Airport Operator issued for Letter of Intent to Award dated 04.06.2025 the Concession for providing Ground Handling services at Cochin International Airport.
5. Subsequently, a Concession Agreement dated 01.08.2025 was executed between the M/s AISATS and M/s CIAL for a period of 5 years, effective from the date of C.O.D., which may be extended for further period of 2 years.
6. M/s AISATS, the Independent Service Provider (ISP) in its letter dated 08.10.2025 requested the Authority to approve the Ad-hoc Tariff in respect of its proposed Ground Handling Services at Cochin International Airport, based on the tariff rates (for FY 2025-26) that were earlier approved by AERA vide Order no. 24/2021-25 dated 14.10.2021 for the erstwhile Ground Handling Agency (M/s Celebi), with adjustment for the increase in Concession Fee payable by M/s AISATS to M/s CIAL as per concession agreement.

In this regard, the ISP has submitted the copies of the following documents:

- (i) Letter of Intent to award (LOIA) dated 04.06.2025 for appointment of M/s AISATS as second Ground Handling Agency at Cochin International Airport;
- (ii) Concession Agreement between M/s CIAL and M/s AISATS executed on 01.08.2025; and
- (iii) Rate Card for Ad-hoc Tariff in respect of proposed ground handling services.

**Authority's Examination of the request of M/s AISATS for the approval of the Ad-hoc Tariff pertaining to Ground Handling Services:**

7. The Authority notes that after the revocation of security clearance of the erstwhile ground handling agency (M/s Celebi) by BCAS, the airport operator (M/s CIAL) terminated its agreement with the erstwhile G.H.A. The airport operator, in order to ensure the continuity of ground handling services at Cochin International Airport, floated a tender for appointment of second and third ground handling agency, in which M/s AISATS emerged as a successful bidder.
8. The Airport Operator issued letter of Intent to Award dated 04.06.2025 in favour of M/s AISATS and subsequently the concession agreement for the provision of the Ground Handling services at Cochin International Airport had been executed between the airport operator and the ISP on 01.08.2025.
9. M/s AISATS, vide letter dated 08.10.2025 submitted interim tariff for its proposed ground handling services, based on the tariff rates (FY 2025-26) earlier approved by AERA for M/s Celebi (erstwhile GHA) increased to the extent of increase in Concession Fee applicable to the ISP vis-à-vis erstwhile GHA. It is noted that concession fee @ 48% of Gross Revenue (for FY 2025-26) was earlier payable by the erstwhile G.H.A to the Airport Operator, which as per the new Concession





Agreement (between M/s AISATS and M/s CIAL) is 20% for Domestic Flights and 64.15% for International Flights.

The Authority notes that M/s AISATS in its proposal for interim tariff, has factored-in the impact of increase in Concession Fee (as per its concession agreement) vis-à-vis the Concession Fee (FY 2025-26) that was applicable to erstwhile GHA, as an add on, in its proposed interim tariff.

10. The Authority sought the details Security Clearance granted by BCAS from the ISP. In response thereto, ISP vide email dated 24.10.2025 submitted the copy of Security Clearance granted by BCAS vide its letter dated 11.09.2025. The security clearance granted by BCAS in favour of M/s AISATS is valid for a period for 5 years from the date of issue of the letter, or, till the validity of the agreement with the Airport Operator, whichever is earlier.
11. After having examined the request of M/s AISATS, as per the Authority, it will take some time for the ISP to submit its Multi Year Tariff Proposal (MYTP) for determination of regular Tariff for Ground Handling Services at Cochin International Airport. In the interim, the Authority decides to consider an ad-hoc tariff for the ISP to enable it to commence commercial operations at Cochin Airport.
12. For the purpose of deciding the ad-hoc tariff for the M/s AISATS, the Authority has compared the interim tariff as proposed by the ISP with the tariff for ground handling services applicable to other ground handling agency operating at Cochin Airport i.e., M/s Bird Flight Services Private Limited (BFS) and tariff prevailing for GHS at nearby airports (Trivandrum, Mangalore & MoPA, Goa).  
After the comparative analysis of tariff proposed by the ISP with the tariff prevailing at Cochin and nearby airports for ground handling services, the Authority has finalized the lowest tariff for GHS in respect of M/s AISATS as per **Annexure I & II**, as an interim arrangement. The ad-hoc tariff decided by the Authority for the ISP shall be effective from the C.O.D. up to 31.03.2026.
13. M/s AISATS shall inform the Authority the actual date of commencement of Ground Handling Operations at Cochin airport and shall submit the MYTP in the prescribed format, along with necessary supporting documents, within two months of commencement of regular operations, for the determination of regular tariff.

## **ORDER**

Upon careful consideration of the material available on records, the Authority, in exercise of powers conferred by Section 13(1)(a) of the Airports Economic Regulatory Authority of India Act, 2008, hereby orders that:


- (i) M/s AISATS is permitted to levy and collect charges for the Ground Handling Services at Cochin International Airport, on ad-hoc basis, as per **Annexure - (I & II)**, effective from the COD till 31.03.2026, or, till the determination of regular tariff for the ISP for its First Control Period, whichever is earlier.
- (ii) Tariff approved, hereinunder, shall be the maximum tariff to be levied to users. No other charge(s) is to be levied over and above the approved Tariff.
- (iii) For payment of ground handling charges in foreign currency, the RBI conversion rate as on the last day of the previous month will be applicable for the first fortnight and exchange rate as on 15<sup>th</sup> of the month will be applicable for the second fortnight.





- (iv) M/s AISATS shall ensure compliance of Standardization of Ground Handling Equipment at Cochin International Airport in accordance with the directives issued by the ministry of Civil Aviation vide letter no. AV-24011/10/2021-AAI-MOCA dated 01.11.2021.
- (v) The Airport Operators, shall publish this Ad-hoc Tariff for M/s AISATS at its official website for the information of all Stakeholders.
- (vi) The Tariff determined hereinunder is excluding of applicable taxes, if any.
- (vii) The Airport Operator shall ensure compliance of the Order.

प्रधिकारी के आदेश से और उसके नाम पर  
By Order and in the Name of the Authority

  
(सुयश नारायण / Suyash Narain)  
सचिव/ Secretary

To,

**Mr. Kalpesh Kumar Singh**  
**Head- Business Growth & Development,**  
Corporate Headquarters, Air India SATS Airport Services Pvt. Ltd.,  
International Business Park, Oberoi Garden City,  
Goregaon East, Mumbai – 400063, India.

**Copy for information to:**

- 1) Secretary, Ministry of Civil Aviation, Rajiv Gandhi Bhawan, Safdarjung Airport, New Delhi-110003.
- 2) Managing Director, Cochin International Airport, Kochi Airport P.O., Nedumbassery, Kochi Airport P.O. Nedumbassery, Ernakulam, Kerala-683111.
- 3) Chief Executive Officer, Air India SATS Airport Services Pvt. Ltd., International Business Park, Oberoi Garden City, Goregaon East, Mumbai – 400063, India.





**Ad-hoc Tariff approved by AERA for M/s Air India SATS Airport  
Services Private Limited (AISATS) in respect of Ground Handling Services  
at Cochin International Airport, Cochin  
w.e.f. Commercial Operations Date (COD) till 31.03.2026  
For Scheduled /Non-Scheduled Aircraft Operators**

(Amount in ₹)

Particulars of Aircraft Code	Aircraft Type	Pax Services	Ramp Services	Full/ Comprehensive Services
<b>Domestic Passenger Flights</b>				
CODE B	CRJ/ATR 42	3704	15165	18869
CODE C	B737/A320	13733	25505	39238
CODE D	A300/A310	14124	56492	70616
CODE E	B747/B777/B787 /A330/A350	31736	95209	126945
<b>International Passenger Flights</b>				
CODE B	ATR	26708	62318	89026
CODE C	B737/A320	41800	85300	121800
CODE D	A300/A310	48176	144527	192703
CODE E	B747/B777/B787 /A330/A350	67446	202338	269784

<b>Domestic Freight Flights</b>				
CODE B	CRJ/ATR 42	NA	29400	NA
CODE C	B737/A320	NA	39324	NA
CODE D	A300/A310	NA	65540	NA
CODE E	B747/B777/B787/A 330/A350	NA	111418	NA
<b>International Freight Flights</b>				
CODE B	ATR	NA	75600	NA
CODE C	B737/A320	NA	126000	NA
CODE D	A300/A310	NA	189000	NA
CODE E	B747/B777/B787/A 330/A350	NA	249051	NA

**Notes:**

- Above Tariff Rates are excluding all applicable taxes.
- Charges indicated above are the maximum service charges that could be levied to Users. No other charge(s) 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 15<sup>th</sup> of the month will be applicable for the second fortnight.





**Ad-hoc Tariff approved by AERA for M/s Air India SATS Airport  
Services Private Limited (AISATS) in respect of Ground Handling Services  
At Cochin International Airport, Cochin  
w.e.f. Commercial Operations Date (COD) till 31.03.2026**

**Item wise charges for Additional/Optional Services in respect of  
Scheduled/Non-Scheduled Operators**

(Amount in ₹)

S. No.	Particulars of Services	UNIT	Domestic	International
1	Air conditioner unit (NB)	Per Hour	17244	22664
2	Air conditioner unit (WB)	Per Hour	22638	35783
3	Air starter Unit (NB)	Per Start	11125	24826
4	Air starter Unit (WB)	Per Start	17244	30321
5	Aircraft Marshaling	Per service	3062	3370
6	Ambulift	Per Service	5954	8269
7	Interior Deep cleaning - NB	Per Service	7938	11638
8	Interior Deep cleaning - WB	Per Service	11944	18070
9	Interior Turn cleaning - NB	Per Service	7938	11638
10	Interior Turn cleaning - WB	Per Service	11638	16538
11	Conveyor Belt Loader	Per Hour	3981	5513
12	Crew Transport	Per Trip	1786	4134
13	Direct Crew through airport facilities	Per Service	992	2917
14	Ground Power Unit (NB)	Per Hour	11125	24826
15	Ground Power Unit (WB)	Per Hour	17800	39721
16	Headset Operator	Per Flight	2205	3675





S. No.	Particulars of Services	UNIT	Domestic	International
17	Passenger Coach	Per service	4279	4279
18	Passenger Step Ladder	Per service	1488	5949
19	Push Back for - NB Aircraft	Per Push	11907	16500
20	Push Back for - WB Aircraft	Per Push	15876	19845
21	Towing Service - NB	Per Hour	13476	17736
22	Towing Service - WB	Per Service	15313	23979
23	Tail Stand	Per Use	8270	10719
24	Towbar	Per Passenger	1985	4360
25	Toilet Cart	Per Hour	2977	9965
26	Water Cart	Per Service	2977	5835

**Notes:**

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- 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 15<sup>th</sup> of the month will be applicable for the second fortnight.