

IndianOil Skytanking

ISO 9001:2008, ISO 14001:2004 Certified

Ref: AV/AERA/ BLR-FF/MMYTP 2016-17 to 2020-21
8th March, 2016

THE SECRETARY,
AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA (AERA)
AERA Building, Administrative Complex
Safdarjung Airport, New Delhi 110 003

Dear Sir/Madam,

Subject: Submission of Multi Year Tariff Proposal for Second Control Period 2016-17 to 2020-21 for determination of Tariff for "Fuel Throughput Fee" for Fuel Farm Services provided by M/s IndianOil Skytanking Pvt. Ltd. (IOSPL) at Kempegowda International Airport, Bengaluru

1. IOSL had submitted Multi Year Tariff Proposal (MYTP) for the first control period of 5 years commencing from 01.04.2011 for Fuel Farm Services at Kempegowda International Airport (KIA), Bengaluru vide application dated 10.03.2011 and thereafter made further submissions in this regard subsequently as required by the Airports Economic Regulatory Authority (AERA). - Copy of our Application vide Letter dated 10th March 2011 is enclosed at **Annexure 1**.
2. Based on the above, AERA passed an Order No.5/2013-14 dated 4th April 2013 issued on 23rd April 2013 after duly following the Consultation Process as per AERA Guidelines, 2011. - Copy of AERA's Order No.5/2013-14 is enclosed at **Annexure 2**.
3. In the aforesaid Order No.5/2013-14, the Authority decided to adopt "Light Touch Approach" for determination of tariffs in respect of Fuel Farm Services being provided by M/s IndianOil Skytanking Ltd.(IOSL) at Kempegowda International Airport, Bengaluru in view of the services being "material and not competitive" and based on the reasonableness of the user agreements entered into with the users.
4. The Authority in the aforesaid Order had noted that IOSL is charging Rs.1500 per KL and has termed it as "Fuel Throughput Fee" which has two components - "Airport Operator Fee" of Rs.1067 per KL and "Operating Cost and Reserve Fund" of Rs.433 per KL.
5. The Authority in the aforesaid Order had decided to determine for the time being the "Airport Operator Fee" component of "Fuel Throughput Fee" at Rs.1067 per KL being charged by the Airport Operator, ie. M/s. Bangalore International Airport Limited (BIAL) till its appropriate final determination as part of aeronautical tariffs in respect of Kempegowda International Airport based on tariff proposal submitted by BIAL. This was later on determined at the same rate of Rs.1067 per KL vide AERA Order No.08/2014-15 dated 10th June 2014.

6. The Authority in the aforesaid Order No.05/2013-14 had determined the "Operating Cost and Reserve Fund" component of "Fuel Throughput Fee" as Rs.433 per KL for Fuel Farm Services provided by M/s IOSL at Kempegowda International Airport, Bengaluru for the current Control Period ie. From 01.04.2011 to 31.03.2016.

7. IOSL had taken up the matter regarding enhancement of the current Fuel Throughput Fees of Rs.1500 per KL with BIAL due to following additional Infrastructure Facilities at Bangalore Airport that have been provided which facilitated smooth fuelling operations to meet increase in Fuel Volume requirements of Airline Customers:

- I. Expansion of Fuel Hydrant System on the West Side.
- II. Expansion of Fuel Hydrant System on the East Side.
- III. Construction of additional storage tank (4th Tank) and allied facilities.

The necessary approval had been obtained from BIAL after detailed discussions vide their letter dated 25th March 2015 for Revision of Throughput Fees from Rs.1500 per KL to Rs.1700 per KL w.e.f. 1st April 2015. Copy of BIAL's Letter dated 25th March 2015 is enclosed at **Annexure 3**.

8. Subsequent to receipt of aforesaid Letter dated 25.03.2015 from BIAL, IOSL convened a User Consultative Meeting on 30th March 2015 vide Mail Message dated 27th March 2015 copy of which is enclosed at **Annexure 4**.

9. Based on the request of the Users (Fuel Suppliers), the said User Consultative Meeting was postponed to a later date vide Mail Message dated 30th March 2015 (Copy enclosed at **Annexure 5**) and the same was ultimately held on 10th April 2015 at Fuel Farm Facility of IOSL at Bengaluru.

10. During the said meeting the participants were informed through a Presentation about the additional Infrastructure Facilities that were provided which had necessitated a Revision in the Fuel Throughput Fees payable from the present Rs.1500 per KL (which was fixed on 01.01.2009 and not revised since for more than 7 years) to a **Proposed Fuel Throughput Fee of Rs.1700 per KL exclusive of all applicable taxes**. The present break-up of the Fuel Throughput Fees of Rs.1500 per KL consists of an Airport Operator Fee of Rs.1067 per KL payable to Bengaluru International Airport Ltd. (BIAL) and Rs.433 per KL payable to IndianOil Skytanking Ltd. (IOSL). After the Proposed Revision of Fuel Throughput Fees to Rs.1700 per KL, the Airport Operator Fee of Rs.1067 per KL payable to BIAL would continue to remain the same and the amount payable to IndianOil Skytanking Ltd. (IOSL) has been **proposed to be Revised to Rs.633 per KL**.

11. The Minutes of the User Consultative Meeting held on 10th April 2015 is enclosed at **Annexure 6**. The same was circulated to all users vide Mail Message dated 16th May 2015 copy of which is enclosed at **Annexure 7**.

12. All the users had agreed to the proposed Revision of Fuel Throughput Fees from Rs.1500 per KL to Rs.1700 KL based on the justifications submitted due to the capital expenditure incurred for setting up the additional Infrastructure Facilities and have also conveyed the same vide their mail messages which are enclosed at **Annexure 8**.

13. In view of the above, we are hereby submitting this Letter of Application of our proposal to AERA to consider favourably and approve the Revision of Fuel Throughput Fees from the present Rs.1500 per KL to the **Proposed RS.1700 per KL** with the two components viz. 1. Airport Operator Fee payable to BIAL be Rs.1067 per KL and 2. **Facility Payments, Operating Cost and Fee and Reserve Fund** be revised from the present Rs. 433 per KL to the **Proposed Rs. 633 per KL**. BIAL has vide their letter dated 25th March 2015 had approved the aforesaid Revision in Fuel Throughput Fees to Rs. 1700 per KL **with effect from 1st April 2015**.

14. We are submitting alongwith this Letter all the relevant Formats as per AERA Guidelines numbering 40 Formats and the same are enclosed herewith.

15. Confidentiality of the documents submitted:

You may kindly note that we are bound to ensure confidentiality of our client agreements and its terms and the disclosure made herein above is to ensure compliance with the AERA Guidelines.

The terms of the Agreements for providing various Services at KIA, Bengaluru, the commercial terms agreed to between us, as the Fuel Farm Service Provider and the suppliers, various service parameters and service specifications, are all key ingredients in determining the quality of services being provided by us at the KIA, Bengaluru.

These specifications cannot be put into public domain for the following reasons:

The performance indicators/specifications are unique to this arrangement;

The specifications set out are quality related specifications, acting as indicators of performance of the into plane agents as well as the quality of services being provided by us;

Ours is a service industry and performance specifications and standards are key ingredients to our functioning and we regard these specifications and parameters as our intellectual property and value it as our trade secret;

Such information, if in public domain, is at the risk of being copied by our competitors and also the competitors of our service providers;

As a result of the specifications being copied by our competitors, what is otherwise a 'competitive service' may cease to be so since we will not be able to retain our uniqueness in providing these services; and

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As per the terms of our agreement with BIAL and the users, we are under an obligation to keep confidential the terms of all agreements entered into with respect to KIA, Bengaluru.

For the reasons stated above and to ensure that that the distinctiveness and competitive nature of services developed and retained by us for many years is not hampered in any manner by a disclosure of our confidential information, we request that the agreements entered into between us and our service providers or any part thereof, should not be uploaded on your website or made public in any other manner.

However, we understand that from a regulatory perspective, it is essential to bring the proposal into public domain in order to determine the tariff, and as such, we do not have any objection to uploading of the tariff proposal determined by us, with references to the agreements between us and the service providers.

We therefore request you to kindly ensure confidentiality of our financials which are sensitive to our businesses and request you to **UPLOAD** on your website **only** the following financial formats submitted by us:


SN	Form No	Description
1	Form – F1 (a)	Historical and Proposed Aggregate Revenue Requirement
2	Form – F1 (b)	Competition Assessment
3	Form – F5	Cost of Equity and Post Tax FROR Forecast
4	Form – F6 (c)	Contributions, Grants and Subsidies Master
5	Form – F8 (a)	Format for providing Asset-wise information of stakeholder contributions.
6	Form - F8 (b)	Format for providing proposed exclusions from RAB.
7	Form – F10 (a)	Capital Projects Completed before Review of roll-forward of RAB
8	Form – F10 (b)	Capital Expenditure Projected Plan- 10 Year Master
9	Form – F10 (c)	Year wise Capital Expenditure Financing Plans for next 10 years
10	Form – F10 (d)	Summary Statement of Expenses Capitalized
11	Form – F10 (e)	Additional Capital Projects Summary
12	Form – F11 (a)	Employee Strength
13	Form – F12 (a)	Historical and Projected Cargo Volumes in Tonnes – Not Applicable to IOSL
14	Form – F12 (b)	Historical Aircraft Movements
15	Form – F12 (c)	Projected Aircraft Movements
16	Form – F12 (d)	Historical and Projected fuel throughput in kilolitres.
17	Form – F13 (b)	Historical and Projected Revenues from services other than Regulated Services.
18	Form – 14 (b)	Annual Tariff Proposal for Tariff Year t – Format for providing Information on Tariff(s)
19	Form – F18	Revenue from Services other than Regulated Services recovered during the Tariff Year
20	Form - F21	RAB Reconciliation Statement.

In view of the above submissions and taking into account the User Consultative Meeting convened by us and as agreed by the users, we request you to kindly expedite your approval for Revision in the Fuel Throughput Fees from Rs. 1500 per KL to **Rs. 1700 per KL with the component relating to Facility Payments, Operating Cost and Fee, etc.** be revised from the present Rs. 433 per KL to the **Proposed Rs. 633 per KL.**

Kindly acknowledge receipt.

Thanking you

Yours truly,
For IndianOil Skytanking Pvt. Ltd.,


(R. SITHARTHAN) 8/3/2016
Chief Executive Officer

IndianOil Skytanking

ISO 9001:2008, ISO 14001:2004 Certified

AV/TSD/BIAL - FF
10th March 2011

**THE SECRETARY
AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA
AERA Building, Administrative Complex
Safdarjung Airport, NEW DELHI - 110 003.**

Kind Attn: Shri Sandeep Prakash

"Without Prejudice"

Dear Sir,

Subject: Submission of Multi Year Tariff Proposal for determination of Tariff for Throughput Fee by IndianOil Skytanking Limited -Fuel Farm Service Provider at Bengaluru International Airport, Bengaluru

Reference may please be made to AERA's letter Reference No. AERA/20019/CGF-G/2010-11/Vol. II/1645 dated 21st February 2011 on the subject requesting us to submit Multi Year Tariff Proposal in terms of the Authority's published Guidelines.

We are pleased to submit our proposal in line with AERA guidelines, 2011 as under:

1. Form (A)
2. Various Forms as per AERA Guidelines contained in Page Nos.1 to 40 (as mentioned in Check List)
3. User Agreements - Copies of Into Plane Agent Agreements with:
IndianOil Corporation Ltd,
Hindustan Petroleum Corporation Ltd,
Bharat Petroleum Corporation Limited,
Reliance Industries Private Limited and
Shell MRPL Aviation Fuels and Services Pvt. Ltd

The above is in line with the Authority's AERA Guidelines, 2011.

It may please be noted that the current rate of Throughput fees being charged at Bangalore Airport is Rs 1500 per KL and this rate is applicable since 1st January 2009 and has not been revised since then.

As per the Concession Agreement, the Throughput fees charged to the Suppliers is decided by BIAL. It may please be noted that the Throughput fees is charged from the suppliers who in turn recover the same from the airline customers:

In terms of the AERA guidelines, our services fall under "Material and Non-Competitive" category and further we are having valid agreements with the Suppliers i.e. with the users of our services. The Materiality Assessment and Competition Assessment have been arrived at as under:

1. **Materiality Assessment :**

Materiality Index (MI_F)

$$\begin{aligned}
 &= \text{Fuel throughput in Kiloliter at Bangalore Airport / Total Fuel Throughput} \\
 &\quad \text{in Kilolitres at major Airports X 100} \\
 &= 397655 \text{ KL} / 4926539 \text{ KL X 100} \\
 &= 8.07 \%
 \end{aligned}$$

The MI_F is more than 5% and hence the service is deemed as "**Material**".

2. **Competition Assessment:** At Bangalore Airport, there is only one Fuel Farm, operating under Open Access Model and IOSL is the Fuel Farm Operator. IOSL's service is deemed as "**Non Competitive**" as per the AERA Guidelines. However it may please be noted that IOSL as a Fuel Farm Operator was selected through the process of International Competitive bidding.
3. **User Agreements:** The contract was awarded to IndianOil Skytanking Limited by BIAL on the basis of competitive bidding after having put the same to a public tendering process. The contract between BIAL and ourselves (Concession Agreement) stipulates the terms on which we have been awarded the contract for the period of 20 years. As per the Concession Agreement, the Throughput fees charged to the Suppliers is decided by BIAL.

IndianOil Skytanking has in-turn entered into agreements with the Suppliers (Users) whereby the terms on which the Services would be provided at the airport are detailed. These agreements with the Users stipulate the service level parameters that will have to be maintained by the Fuel Farm Operator. These agreements were settled after prolonged negotiations at joint meetings between ourselves and all the Users and on terms that were accepted by the Users. We have, after prolonged negotiations, entered into contracts with Indian Oil Corporation Limited, Hindustan Petroleum Corporation Limited, Bharat Petroleum Corporation Limited, Reliance Industries Limited and Shell MRPL India Private Limited to provide Fuel Farm Services at the Bangalore airport. IOSL is rendering the services to the above suppliers since 24th May 2008 at new Bangalore International Airport. Copies of these agreements are enclosed herewith. The terms of the agreements are identical for all the Users. We are under an obligation to enter into contracts with any User desirous of availing our Services on a non-discriminatory basis.

There were several rounds of consultations and meetings held between the Users, BIAL and the Fuel Farm Service Providers on several occasions at Bangalore. The several drafts exchanged pursuant to such meetings evidences the long consultations that were undertaken with the stakeholders.

The Users raised various concerns regarding Operators obligations, Non Discrimination, Product Liability, Suspension of Rights & obligations, Right to remedy, withdrawal of suspension, Termination, right to deliver Aviation Fuel, Deliveries to the Facility, Scheduling and Delivery, Tests and inspections, Operational Matters, risk and amortization of risk, aircraft refueling and related insurance obligations, sharing of responsibilities and liabilities, service parameters, Throughput fees and payments, arbitration and penal clauses on delayed payments, were amongst the several issues that were raised, discussed and agreed upon.

The agreement that was eventually arrived at has addressed all concerns raised. The parties have agreed upon various service level parameters such as ATF Specification, the manner in which the services provided by the Fuel Farm Operator and its quality would be ensured through maintenance of standards in terms of Quality control assurance and operating manuals approved by DGCA and Joint Guidelines issued by the Joint Inspection Group (JIG) internationally and by further providing for monitoring such services through the Joint Co-ordination Committee (JCC) comprising of representatives of airport operator, facility operator, facility owner, , representatives of private sector suppliers, representatives of public sector suppliers, representatives of domestic air carriers and representatives of international air carriers.

From the above, it is clear that we meet the conditions prescribed under the AERA Guidelines for the category of **"Material but Non Competitive"**. The details furnished above demonstrate the validity and reasonableness of the User Agreements. Since we fulfill the above conditions, Fuel Farm Services fall under **'Light touch approach'** as per the AERA Guidelines.

4. **Confidentiality of the documents submitted:**

You may kindly note that we are bound to ensure confidentiality of our client agreements and its terms and the disclosure made herein above is to ensure compliance with the AERA Guidelines.

The terms of the Agreements for providing various Services at Bangalore, the commercial terms agreed to between us, as the Fuel Farm Operator and the suppliers, various service parameters and service specifications, are all key ingredients in determining the quality of services being provided by us at Bangalore Airport.

These specifications cannot be put into public domain for the following reasons:

- a) The performance indicators/specifications are unique to this arrangement;
- b) The specifications set out are quality related specifications, acting as indicators of performance of the Fuel Farm Operator as well as the quality of services being provided by us;
- c) Ours is a service industry and performance specifications and standards are key ingredients to our functioning and we regard these specifications and parameters as our intellectual property and value it as our trade secret;
- d) Such information, if in public domain, is at the risk of being copied by our competitors and also the competitors of our service providers;
- e) As a result of the specifications being copied by our competitors, what is otherwise a 'competitive service' may cease to be so since we will not be able to retain our uniqueness in providing these services; and
- f) As per the terms of our agreement with BIAL and the users, we are under an obligation to keep confidential the terms of all agreements entered into.

For the reasons stated above and to ensure that that the distinctiveness and competitive nature of services developed and retained by us for many years is not hampered in any manner by a disclosure of our confidential information, we request that the agreements entered into between us and our service providers or any part thereof, should not be uploaded on your website or made public in any other manner.

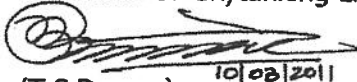
However, we understand that from a regulatory perspective, it is essential to bring the proposal into public domain in order to determine the tariff, and as such, we do not have any objection to uploading of the tariff proposal determined by us, with references to the agreements between us and the service providers.

We also request you to kindly ensure confidentiality of our financials which are sensitive to our businesses and regarding the client agreements disclosed herein and in any case, not to upload any such information on your websites.

We do trust that you will find the above details to be in line with the AERA Guidelines. It is requested that the Tariff Proposal may please be approved on an urgent basis.

Thanking you,

Yours truly,
For Indian Oil Skytanking Limited,



(T.S. Dupare)
Chief Executive Officer

Airports Economic Regulatory Authority of India

Order No. 5/2013-14

**AERA Building,
Administrative Complex,
Safdarjung Airport,
New Delhi -110003**

**Date of Order: 4th April, 2013
Date of Issue: 23rd April, 2013**

In the matter of the Multi Year Tariff Proposal and Annual Tariff Proposal submitted by Indian Oil Skytanking Limited for Fuel Farm Services Provided at Bangalore International Airport, Bengaluru.

M/s Indian Oil Sky Tanking Ltd. (IOSL), had vide their application dated 10.03.2011, submitted their Multi Year Tariff Proposal (MYTP) for the first control period of 5 years commencing from 01.04.2011 for Fuel Farm Services at Bangalore International Airport, Bengaluru, (BIA) and thereafter made further submission in this regard.

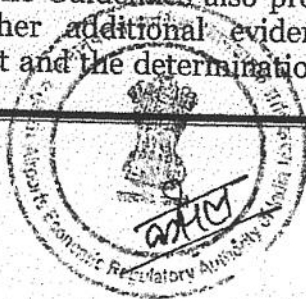
2.1 IOSL sought approval for the tariff for Fuel Farm services for the first control period based on a "light touch approach" as prescribed in Chapter V of the Airports Economic Regulatory Authority of India (Terms and Conditions for Determination of Tariff for Services Provided for Cargo Facility, Ground Handling, and Supply of Fuel to the Aircraft) Guidelines, 2011 (the Guidelines).

2.2 As stipulated in the Guidelines, the Authority followed a three stage process for determining its approach to the regulation of a regulated service –

- (i) Materiality Assessment;
- (ii) Competition Assessment;
- (iii) Assessment of reasonableness of the User Agreements between the service providers and the users of the regulated services.

2.3 The materiality index with respect to services provided for supplying fuel to aircraft at BIA, based on the information for the year 2010-11, is 9.5% which is more than 5% materiality index fixed for assessing the materiality of the subject regulated service. Hence the service is deemed "material".

2.4 The Guidelines provide that where a Regulated Service is being provided at a major airport by two or more Service Provider(s), it shall be deemed "competitive" at that airport and if such service is provided by less than two Service Provider(s), it shall be deemed "not competitive". The Guidelines also provide that the Authority may in its discretion consider such other additional evidence regarding reasonableness of competition, as it may deem fit and the determination of number of Service Provider(s)



at a major airport shall include the Airport Operator, if the Airport Operator is also providing Regulated Service(s) at that major airport.

2.5 In the instant case, the Fuel Farm services at BIA are being provided only by IOSL and hence it is deemed to be "not competitive".

2.6 Further, as per the Guidelines, based on the assessment of materiality and competition, when such regulated service is deemed "material and not competitive", the Authority shall then assess the reasonableness of existing User Agreement(s) and where the Authority is assured of the reasonableness of the existing User Agreement(s), the Authority shall determine Tariff(s) for the service providers based on a light touch approach.

2.7 The Guidelines also provide that the Authority shall consider the existing User Agreement(s) as reasonable provided that:

"(i) The service provider submits existing User Agreement(s) between the Service Provider and all the User(s) of the Regulated Service(s), clearly indicating the tariff(s) that are agreed to between the Service Provider and the User(s) of the Regulated Service(s), and

(ii) The User(s) of the Regulated Service(s) have not raised any reasonable objections or concerns in regard to the existing User Agreement(s), which have not been appropriately addressed.

Provided that the Authority may in its discretion consider such other additional evidence regarding reasonableness of User Agreement(s), as it may deem fit."

2.8 IOSL submitted copies of agreements with M/s Indian Oil Corporation Ltd., Hindustan Petroleum Corporation Ltd, Bharat Petroleum Corporation Ltd, Shell MRPL A.F.S.P.L. and Reliance Industries Limited and stated that all terms of these user agreements are identical and that there is no discrimination amongst the users, as these agreements are executed in consultation with the users after incorporating the users' viewpoints. IOSL further submitted that existing charges, which include Throughput Fees payable to the airport operator M/s Bangalore International Airport Limited i.e. (BIAL), was introduced prior to 01.09.2009 and the same is being paid by all the users.

3 Further, with reference to Appeal No. 12/2011 filed by BIAL against the Authority's Order No.05/2010-11, 12/2010-11 & 17/2010-11 and Direction No. 4/2010-11, the Hon'ble AERA Appellate Tribunal (i.e. The Tribunal), vide its order dated 19.10.2011 ordered that:

"It is made clear that even if any final order is passed by the respondent-Airports Economic Regulatory Authority, the same shall not be given effect to without leave of this court."

The above order passed by the Tribunal is still in force.



4. After careful consideration of the proposal, the Authority issued a Consultation Paper no. 46/2012-13 dated 14.03.2013 (i.e. the Consultation paper) to consider the MYTP and ATP submitted by IOSL for Fuel Farm Services provided at BIA, Bengaluru, wherein the Authority made the following proposal for stakeholder consultation:-

- (i) The tariff proposal, i.e., MYTP and ATP submitted by IOSL in respect of supply of fuel service provided by way of operation of fuel farm at Bangalore airport be considered. This service is "material and not competitive" at Bangalore airport. But, since IOSL has entered into user agreements, it was tentatively decided to determine tariffs for supply of fuel service provided by IOSL at Bangalore International Airport under "Light Touch Approach" for the current control period.
- (ii) The Authority noted that the IOSL is charging Rs. 1500/KL and has termed it as "Fuel Throughput Fee". This "Fuel Throughput Fee" has two components - "Airport Operator Fee" (viz., Rs. 1067/KL) and "Operating Cost and Reserve Fund" (viz., Rs. 433/KL).
- (iii) The Authority decided that the "Airport Operator Fee" component of the said "Fuel Throughput Fee" charged by IOSL is to be determined as part of exercise of determination of aeronautical tariffs in respect of Bangalore International Airport.
- (iv) The Authority tentatively decided to determine, for the time being, the amount of "Airport Operator Fee" at Rs. 1067/KL towards the component of fuel supply service provided by BIAL at Bangalore International Airport, till its final determination as part of aeronautical tariffs in respect of Bangalore International Airport, based on the tariff proposal submitted by BIAL. Hence, this amount viz., Rs. 1067/KL, which is being charged by BIAL as Airport Operator Fee, will continue to be charged by it presently. BIAL has been charging this fee since about 2008 and not made any increase thereto.
- (v) The Authority tentatively decided to determine the "Operating Cost and Reserve Fund" component of the said "Fuel Throughput Fee" at Rs.433/KL for the current control period (w.e.f. 1.04.2011 to 31.03.2016).
- (vi) The above tentative decisions are subject to the order of the Hon'ble AERA Appellate Tribunal.

5.1 In response to the Consultation Paper, the following two stakeholders gave their comments on the proposal contained therein:-

- (i) Indian Oil Corporation Limited and,
- (ii) Shell MRPL Aviation Fuels and Services Ltd.

5.2 Indian Oil Corporation Limited, vide their letter no. AV/RS/AERA dated 28th March, 2013, stated that;



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(i) "we agree to the proposal for determining tariffs for service provided by IOSL for supply of fuel at Bangalore International Airport under "Light Touch Approach" for the current control period.

(ii) Indian Oil has been paying IOSL the Throughput Fee of Rs. 1500 per KL, w.e.f. 1st January, 2009, towards storage and handling of Indian Oil's Aviation Turbine Fuel at the Fuel facility at Bangalore International Airport, Bengaluru.

(iii) It is noted that the breakup of Throughput Fee of Rs.1500 per KL has been mentioned as Rs. 1067 per KL towards "Airport Operator Fee" and Rs.433 per KL as "operating Cost and Reserve Fund", both of which elements the Authority proposes to approve. Indian Oil is agreeable for this proposal."

5.3 Shell MRPL Aviation Fuels and Services Ltd., vide their letter dated 28th March 2013, stated that;

"We note that AERA has tentatively decided airport operator fee at Rs. 1067/KL for the time being and not made any increase thereto.

Also we note that AERA has tentatively decided to determine the "Operating cost and Reserve Fund" component of the fuel throughput fee at Rs. 433/KL for the control period for 01.04.2011 to 31.03.2016.

As the above fees are being charged at present at the same levels and there is no increase in these fees, we do not have any specific issues with this consultation paper"

6. The Authority has noted the above comments and observed that the proposals placed for stakeholder consultation have been supported by the stakeholders.

ORDER:

7. Upon careful consideration of material available on record, 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) The fuel farm services being provided by M/s Indian Oil Skytanking Ltd. at Bangalore International Airport Limited, Bengaluru are "material and not competitive". In view of the reasonableness of user agreements entered into by Indian Oil Skytanking Ltd. with the users, the Authority decides to adopt 'Light Touch Approach' for determination of tariffs in respect of this service for the first Control Period w.e.f 01.04.2011.
- (ii) The Authority notes that the tariff item, i.e., "Fuel Throughput Fee" has two components: - "Airport Operator Fee" and "Operating Cost & Reserve Fund." The Authority decides to determine the "Airport Operator Fee" component of the tariff items, "Fuel Throughput Fee" as part of the exercise of determination of tariffs for aeronautical services provided by M/s



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Bangalore International Airport Pvt. Ltd. (i.e., the Airport Operator) at Bangalore International Airport, Bengaluru.

- (iii) The Authority also decides that, purely for the time being, the "Airport Operator Fee" component of "Fuel Throughput Fee" is determined at Rs. 1067/KL, till it's appropriate final determination as part of aeronautical tariffs in respect of Bangalore International Airport – based on the tariffs proposal submitted by BIAL. This "Airport Operator Fee" is being charged by BIAL as Airport Operator, towards the aeronautical service of supply of fuel provided by it.
- (iv) The Authority determines the "Operating Cost and Reserve Fund" component of the "Fuel Throughput Fee" tariff item as Rs. 433/KL for Fuel Farm Services provided by M/s Indian Oil Skytanking Ltd. at Bangalore International Airport, Bengaluru for the current control period (i.e., from 1.4.2011 to 31.3.2016).
- (v) These tariffs are subject to the order of the Hon'ble AERA Appellate Tribunal in Appeal no 12/2011, viz. *"it is made clear that even if final order is passed by the respondent –Airports Economic Regulatory Authority, the same shall not be given effect to without leave of this court."*

By the Order of and in the Name of the Authority


[Capt. Kapil Chaudhary (Retd.)]
Secretary

To

Indian Oil Skytanking Ltd. Fuel Farm Facility,
Bangalore International Airport,
Devanhalli, Bangalore -560 300
(Through: Shri T.S. Dupare, Chief Executive Officer)

Copy to :-

Secretary, Ministry of Civil Aviation, Rajiv Gandhi Bhawan, New Delhi - 110003.



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Bangalore International Airport Limited
Alpha 2, Kempegowda International Airport, Bengaluru
Bangalore - 560 300, India.
T + 91 80 6678 2050 F + 91 80 6678 3366 www.bengaluruairport.com
CIN: U45203KA2001PLCO28418



25th March, 2015

Mr. R. Sitharthan,
Chief Executive Officer,
IndianOil Skytanking Limited
Fuel Farm Facility,
Kempegowda International Airport,
Devanahalli,
Bengaluru - 560 300

Dear Mr. Sitharthan,

Subject: Revision of Throughput Fees from Rs. 1500.00 per KL to Rs. 1700.00 per kL.

Please refer to the Operating Agreement (Aviation Fuel Facility at the New Bangalore International Airport) with BIAL and our letter of 3rd November 2014 in response to your letter of 21st October 2014 and the various further discussions on the subject.

We would like to inform you that BIAL is in agreement with your request for revision of Throughput fees in view of the Additional Capital Expenditure incurred by IOSL, the following additional facilities provided at the Kempegowda International Airport, Bengaluru and taking into consideration the additional Operating Cost and Fees involved towards these additional facilities:

1. West Apron Hydrant Extension.
2. East Apron Hydrant Extension.
3. Construction of Fourth ATF storage tank.

The above facilities have been provided in order to facilitate smooth operations to meet increase in volume at the Kempegowda International Airport, Bengaluru.

BIAL, therefore, agrees to your request to revise the throughput fee. The Throughput Fee from 1st April 2015 should not exceed a maximum of Rs. 1700.00 per kL exclusive of taxes, based on the method of calculation in the Operating Agreement.

Kindly acknowledge receipt of this communication and take further necessary action at your end.

Yours sincerely,
For Bangalore International Airport Ltd.

A handwritten signature in black ink, appearing to read "Raj Andrade".

Raj Andrade
Vice President - Business Development, Marketing & Strategy.

D Ganesh

From: D Ganesh [dganesh@indianoilskytanking.co.in]
Sent: 27 March 2015 18:48
To: 'duparets@indianoil.in'; 'R K Rai'; 'kamatpm@bharatpetroleum.in';
 'vellyurnott.diwakar@ShellMRPL.com'; 'Sanjay.Chauhan@ril.com'
Cc: 'Khwaja, Talib Sayeed (टी.एस.ख्वाजा)'; 'Mehta Rajnish'; 'somayamm@bharatpetroleum.in';
 'apurba.sengupta@shellmrpl.com'; 'tirumal.rao@shellmrpl.com'; 'GR.Reddy@ril.com';
 'Suresh M G (सुरेश एम जी)'; 'goraknath@bharatpetroleum.in'; 'V'; 'Sitharthan, R (आर
 सिथार्थन)'; 'rsitharthan@indianoilskytanking.co.in'; 'ragilap@indianoilskytanking.co.in';
 'Venkat'
Subject: Meeting of Suppliers to discuss Revision of Throughput Fee for Fuel Farm Services at
 Kempegowda International Airport, Bengaluru

Dear Sirs,

Kindly refer to the telephonic discussion we had with you today on the subject.

As conveyed over telephone, we have convened a Meeting of Suppliers on Monday, 30th March 2015 at our Office at Fuel Farm Facility, Bengaluru to discuss Revision of Throughput Fee for Fuel Farm Services at Kempegowda International Airport, Bengaluru.

The Meeting has been scheduled at 14:00 hrs and the participants will join for Lunch with us at 13:00 hrs and thereafter (after lunch) the meeting would commence.

As you are kindly aware, the Throughput Fee was revised earlier w.e.f. 01.01.2009 to Rs.1500/- per KL. Subsequent to this revision, additional capital expenditure had been incurred towards the following additional facilities provided at the Kempegowda International Airport, Bengaluru:

1. West Apron Hydrant Extension
2. East Apron Hydrant Extension
3. Construction of Fourth ATF Storage Tank

The above facilities have been provided in order to facilitate smooth operations to meet increase in Fuel Volume requirements of the various Airline Customers. The provision of the above facilities has necessitated Revision in Throughput Fee. We, therefore, wanted to discuss the same with the suppliers and hence this meeting has been convened.

You are requested to kindly make it convenient to attend the Meeting or may kindly nominate your representative to attend the Meeting and join us for Lunch prior to the Meeting.

Kindly acknowledge receipt of this mail and kindly inform us about the participant(s) for the meeting.

Kind regards,

D. GANESH,
Chief Financial Officer &
Company Secretary,
IndianOil Skytanking Ltd.,
Bangalore.
Mobile No.096111 66627

Direct: 080-6678 3201.
email: dganesh@indianoilskytanking.co.in
dganesh456@gmail.com

18-

D Ganesh

From: D Ganesh [dganesh@indianoilskytanking.co.in]
Sent: 30 March 2015 12:49
To: 'duparets@indianoil.in'; 'R K Rai'; 'akhtar syed abbas (अख्तर सैयद अब्बास)';
'velliurnott.diwakar@ShellMRPL.com'; 'Sanjay.Chauhan@ril.com';
'vikash.khanna@goindigo.in'
Cc: 'Khwaja, Talib Sayeed (टी.एस.ख्वाजा)'; 'Mehta Rajnish'; 'sodayamm@bharatpetroleum.in';
'kamatpm@bharatpetroleum.in'; 'apurba.sengupta@shellmrpl.com';
'karthik.krishnan@shellmrpl.com'; 'tirumal.rao@shellmrpl.com'; 'GR.Reddy@ril.com';
'Suresh M G (सुरेश एम जी)'; 'goraknath@bharatpetroleum.in'; 'V';
'rsitharthan@indianoilskytanking.co.in'; 'Sitharthan, R (आर सिथार्थन)';
'ragilap@indianoilskytanking.co.in'; 'sheetal.sawhney@goindigo.in'; 'Venkat';
'neeraj.allawadi@goindigo.in'
Subject: Postponement of the Meeting of Suppliers to Friday, 10th April 2015 at 14:00 Hrs at
Bengaluru - to discuss Revision of Throughput Fee for Fuel Farm Services at
Kempegowda International Airport, Bengaluru

Dear Sirs,

This has reference to the trailing mail below.

Some of the suppliers requested for postponement of the said meeting to a later date in the next week mentioning that they would be preoccupied with year end activities and also that the meeting was convened at a very short notice.

Taking the above into account, it has been decided to reschedule and hold the meeting on Friday, 10th April 2015 at 14:00 hrs at our Office at Fuel Farm Facility, Bengaluru to discuss Revision of Throughput Fee for Fuel Farm Services at Kempegowda International Airport, Bengaluru.

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Kind regards,

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Chief Financial Officer &
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Bangalore.
Mobile No.096111 66627
Direct: 080-6678 3201.
email: dganesh@indianoilskytanking.co.in
dganesh456@gmail.com

From: D Ganesh [mailto:dganesh@indianoilskytanking.co.in]

Sent: 27 March 2015 18:48

To: 'duparets@indianoil.in'; 'R K Rai'; 'kamatpm@bharatpetroleum.in'; 'velliurnott.diwakar@ShellMRPL.com'; 'Sanjay.Chauhan@ril.com'

Cc: 'Khawaja, Talib Sayeed (टी.एस.खवाजा)'; 'Mehta Rajnish'; 'somayamm@bharatpetroleum.in';

'apurba.sengupta@shellmrpl.com'; 'tirumal.rao@shellmrpl.com'; 'GR.Reddy@ril.com'; 'Suresh M G (सुरेश एम जी)';

'goraknath@bharatpetroleum.in'; 'V'; 'Sitharthan, R (आर सिथार्थन)'; 'rsitharthan@indianoilskytanking.co.in';

'ragilap@indianoilskytanking.co.in'; 'Venkat'

Subject: Meeting of Suppliers to discuss Revision of Throughput Fee for Fuel Farm Services at Kempegowda International Airport, Bengaluru

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Bangalore.

Mobile No.096111 66627

Direct: 080-6678 3201.

email: dganesh@indianoilskytanking.co.in

dganesh456@gmail.com

20 -

Minutes of the User Consultative Meeting held on 10th April 2015 at Fuel Farm Facility, Kempegowda International Airport, IndianOil Skytanking Pvt. Ltd., Bengaluru.

1. Members Present : As per List Of Participants enclosed at Annexure 1.
2. Mr. R. Sitharthan, Chief Executive Officer, IndianOil Skytanking Pvt. Ltd. (IOSPL), welcomed the participants to the User Consultative Meeting and explained in brief that the purpose of convening the meeting has been to discuss the Revision in the Throughput Fees charged to Users of the Fuel Farm Facility (Fuel Suppliers) for Fuel Farm Services rendered by IOSPL at Kempegowda International Airport.
3. Thereafter, Mr. D. Ganesh, Chief Financial Officer & Company Secretary, IndianOil Skytanking Pvt. Ltd., made a detailed presentation to the participants covering the Infrastructure Developments that had taken place since 2009 till date which included the following:
 - A. Airport Apron:
 - i. West Apron Fuel Hydrant System Expansion
 - ii. East Apron Fuel Hydrant System Expansion
 - B. Fuel Farm:
 - i. Construction of Fourth ATF Storage Tank (above ground) o

The Infrastructure Development in Nutshell covered the following

Sr.No.	Infrastructure	Until 2009	Infrastructure Developed after 01.01.2009		Total As on Date (10.04.2015)
			West Apron Fuel Hydrant System Expansion	East Apron Fuel Hydrant System Expansion	
A. Airport Apron:					
1	Fuel Hydrant Pits (in Numbers)	76	36	11	123
2	Vent and Drain Points (in Numbers)	18	2	1	21
3	Refuelling Bays (in Numbers)	56	17	9	82
4	Length of Hydrant Pipeline (in Km)	5.210	2.035	0.350	7.595
5	Valve Chambers (in Numbers)	9	5	2	16
B. Fuel Farm					
1	ATF Storage Tank of 3300 KL Capacity (in Numbers)	3	1		4

4. The Participants were further informed about the additional Capital Expenditure of Rs.41 Crores incurred towards the above additional facilities provided at the Kempegowda International Airport, Bengaluru as under:

- i. West Apron Fuel Hydrant System Expansion - Rs.27 Crores (Approx.)

- ii. East Apron Fuel Hydrant System Expansion - Rs.7 Crores (Approx.) - Incurred by BIAL and to be transferred to IOSPL.
- iii. Construction of Fourth ATF Storage Tank (above ground) of 3300 KL Capacity. - Rs.7 Crores (Approx.)

5. The Participants were informed further that the above additional Infrastructure Facilities that have been provided facilitated smooth fuelling operations to meet increase in Fuel Volume requirements of the various Airline Customers.

The Participants were then informed that the above additional Infrastructure Facilities that have been provided has necessitated a Revision in the Throughput Fees payable by the Fuel Suppliers from the present Rs.1500 per KL (which was fixed on 01.01.2009) to a **Proposed Throughput Fee of Rs.1700 per KL exclusive of all applicable taxes.**

6. The present break-up of the Throughput Fees of Rs.1500 per KL consists of an Airport Operator Fee of Rs.1067 per KL payable to Bengaluru International Airport Ltd. (BIAL) and Rs.433 per KL payable to IndianOil Skytanking Pvt. Ltd. (IOSPL). After the Proposed Revision of Throughput Fees to Rs.1700 per KL, the Airport Operator Fee of Rs.1067 per KL payable to BIAL would continue to remain the same and the amount payable to IndianOil Skytanking Pvt. Ltd. (IOSPL) has been proposed to be Revised to Rs.633 per KL.

7. The Approval given by BIAL vide their Letter dated 25th March 2015 to the Proposed Revision in the Throughput Fees to Rs. 1700 per KL exclusive of taxes was also shared with the participants.

8. The Users of the Fuel Farm Facility (Fuel Suppliers) were also informed that based on their consensus to the Revision of Throughput Fees to Rs.1700 per KL as mentioned above, IOSPL would make necessary submissions to Airports Economic Regulatory Authority (AERA) for approval of the above Revision in the Throughput Fees.

9. Since the capital expenditure in respect of the additional Infrastructure Facilities have already been incurred (West Apron Fuel Hydrant Expansion completed and commissioned in July 2013, East Apron Fuel Hydrant Expansion completed and commissioned in Oct. 2013 and Construction of Fourth ATF Storage Tank completed and commissioned for operational use in August 2014) and these facilities are being used since then, IOSPL had proposed to BIAL and the same had been approved by BIAL vide their Letter dated 25th March 2015 to charge the Revision in the Throughput Fees w.e.f. 1st April 2015. Since the Revision in Throughput Fees are proposed to be made effective from 01.04.2015, the Users of the Fuel Farm Facility (Fuel Suppliers) have mentioned during this meeting that they may find it difficult to collect the Revised Fees on retrospective basis from their Airline Customers and therefore, they had requested to effect the Revision in the Throughput Fees on Prospective Basis (from a future date). They had also suggested that they are agreeable to even a minor increase in the Revised Charges to equalise the loss due to making the Revised Charges effective on a Prospective Basis as may be determined by AERA.

10. After detailed deliberations, the Proposed Revision in the Throughput Fees was finally agreed by the Users with a suggestion that the Revision may be effected on a Prospective Basis (from a future date) instead of on Retrospective Basis (effective from a Past Period) so that it will enable them to fully collect the Revised Fees from the Airline Customers and there are no under recoveries to them on Fuel Charges.

The Meeting concluded with a vote of thanks to the Participants.

Annexure 1**List of Participants for the User Consultative Meeting held on 10th April 2015 at Fuel Farm Facility, Kempegowda International Airport, IndianOil Skytanking Pvt. Ltd., Bengaluru.**

1. Mr R. Sitharthan, CEO, IOSL.
2. Mr D. Ganesh, CFO & CS, IOSL.
3. Mr. Sundar Natarajan, Sr. Mgr. Strategy, BIAL.
4. Mr. Apurba Sengupta, Head Operations, Shell MRPL Aviation Fuels & Services Ltd.
5. Mr. R.K. Rai, Chief Manager - Aviation Operations, HPCL.
6. Mr. M.G. Suresh, Dy. Manager - Aviation, HPCL.
7. Mr. J.P. Singh, Manager (BD), BPCL.
8. Mr. Goraknath, Station Manager, BPCL.
9. Mr. N. Jagadish, Chief Airport Terminal Manager, IOCL, Bangalore AFS.
10. Mr. M. Sampath Kumar, Sr. Manager (Aviation), IOCL, Bangalore AFS.
11. Mr. Neeraj Ailawadi, Airport Manager, Interglobe Aviation Ltd., (Indigo Airlines), Bengaluru.
12. Mr. P. Venkata Ravi Kumar, Finance Manager, IOSL.

D Ganesh

From: D Ganesh [dganesh@indianoilskytanking.co.in]
Sent: 16 May 2015 17:53
To: 'Sundar Natarajan'; 'Tanmay Bhatnagar'; 'njagadish@indianoil.in';
'sampathkumarm@indianoil.in'; 'R K Rai'; 'Suresh M G (सुरेश एम जी)'; 'singh jai (सिंह जय प्रकाश)'; 'goraknath@bharatpetroleum.in'; 'apurba.sengupta@shellmrpl.com';
'neeraj.aialawadi@goindigo.in'
Cc: 'rsitharthan@indianoilskytanking.co.in'; 'raj.andrade@BIALAIRPORT.COM'; 'Khwaja, Talib Sayeed (टी.एस.ख्वाजा)'; 'T S DUPARE (टी एस दुपारे)'; 'Mehta Rajnish'; 'kamath prashantha m (कामत प्रशान्त एम)'; 'somayyamm@bharatpetroleum.in';
'vellyurnott.diwakar@ShellMRPL.com'; 'vikash.khanna@goindigo.in'; 'Venkat'
Subject: Minutes of Meeting held on 10th April 2015 at Fuel Farm of IOSPL for Proposed Revision of Throughput Fees at Kempegowda International Airport, Bengaluru
Attachments: Minutes of Meeting held on 10th April 2015 at Fuel Farm of IOSL for Revision of Throughput Fees - 10.04.2015.pdf

Tracking:**Recipient****Read**

'Sundar Natarajan'
'Tanmay Bhatnagar'
'njagadish@indianoil.in'
'sampathkumarm@indianoil.in'
'R K Rai'
'Suresh M G (सुरेश एम जी)'
'singh jai (सिंह जय प्रकाश)'
'goraknath@bharatpetroleum.in'
'apurba.sengupta@shellmrpl.com'
'neeraj.aialawadi@goindigo.in'
'rsitharthan@indianoilskytanking.co.in'
'raj.andrade@BIALAIRPORT.COM'
'Khwaja, Talib Sayeed (टी.एस.ख्वाजा)'
'T S DUPARE (टी एस दुपारे)'
'Mehta Rajnish'
'kamath prashantha m (कामत प्रशान्त एम)'
'somayyamm@bharatpetroleum.in'
'vellyurnott.diwakar@ShellMRPL.com'
'vikash.khanna@goindigo.in'
'Venkat'
'dganesh456@gmail.com'

Read: 16-05-2015 18:12
Read: 16-05-2015 17:54

Dear Sirs,

We have sent in the attached file the Minutes of the User Consultative Meeting held on 10th April 2015 at Fuel Farm Facility, Kempegowda International Airport, IndianOil Skytanking Pvt. Ltd., Bengaluru regarding Proposed Revision in the Throughput Fees.

Kindly acknowledge receipt and confirm and in case you have any comments/suggestions on the Minutes you may please send them by mail.

Kind regards,

D. GANESH,
Chief Financial Officer &
Company Secretary,
IndianOil Skytanking Private Ltd.,
Bangalore.
Mobile No.096111 66627
Direct: 080-6678 3201.
email: dganesh@indianoilskytanking.co.in
dganesh456@gmail.com

25-

D Ganesh

From: Vikash Khanna (Fin,GBP) [Vikash.Khanna@GOINDIGO.IN]
Sent: 17 May 2015 12:30
To: D Ganesh
Subject: RE: Minutes of Meeting held on 10th April 2015 at Fuel Farm of IOSPL for Proposed Revision of Throughput Fees at Kempegowda International Airport, Bengaluru

Thanks Mr Ganesh... Please keep us updated with the developments and the effective date. Also please keep me posted on the subsequent meeting dates.

Regards, Vikash Khanna
Director (Financial Accounts & Payables)
InterGlobe Aviation Ltd. ("IndiGo")
Level 4 Tower D Global Business Park
M G Road, Gurgaon Haryana 122022 India
O: +91 124 4352500 Extn 2517
E: vikash.khanna@goindigo.in
W: www.goindigo.in

From: D Ganesh [<mailto:dganesh@indianoilskytanking.co.in>]
Sent: Saturday, May 16, 2015 5:53 PM
To: 'Sundar Natarajan'; 'Tanmay Bhatnagar'; njagadish@indianoil.in; sampathkumarm@indianoil.in; 'R K Rai'; 'Suresh M G (सुरेश एम जी)'; 'singh jai (सिंह जय प्रकाश)'; goraknath@bharatpetroleum.in; apurba.sengupta@shellmrpl.com; Neeraj Ailawadi (Apt,BLR)
Cc: rsitharthan@indianoilskytanking.co.in; raj.andrade@BIALAIRPORT.COM; 'Khwaja, Talib Sayeed (टी.एस.ख्वाजा)'; 'S DUPARE (टी एस दुपारे)'; 'Mehta Rajnish'; 'kamath prashantha m (कामत प्रशांथ एम)'; somayyamm@bharatpetroleum.in; vellyurnott.diwakar@ShellMRPL.com; Vikash Khanna (Fin,GBP); 'Venkat'
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Kind regards,

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Mobile No.096111 66627
Direct: 080-6678 3201.
email: dganesh@indianoilskytanking.co.in
dganesh456@gmail.com

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D Ganesh

From: Apurba Sengupta [apurba.sengupta@shellmrpl.com]
Sent: 20 May 2015 14:56
To: D Ganesh
Cc: rsitharthan@indianoilskytanking.co.in; raj.andrade@BIALAIRPORT.COM; 'Khwaja, Talib Sayeed (टी.एस.ख्वाजा)'; 'T S DUPARE (टी एस दुपारे)'; Mehta Rajnish (रजनीश महता); kamath prashantha m (कामत प्रशांथ एम); somayyamm@bharatpetroleum.in; Velliyurnott Diwakar; vikash.khanna@goindigo.in; 'Venkat'; 'Sundar Natarajan'; 'Tanmay Bhatnagar'; njagadish@indianoil.in; sampathkumarm@indianoil.in; Suresh M G (सुरेश एम जी); goraknath (गोरकनाथ); neeraj.ailawadi@goindigo.in; mehra atul (मेहरा अतुल); R K Rai (राय आर के); singh jai (सिंह जय प्रकाश)
Subject: RE: Minutes of Meeting held on 10th April 2015 at Fuel Farm of IOSPL for Proposed Revision of Throughput Fees at Kempegowda International Airport, Bengaluru

Agree. As discussed in the meeting, and mentioned in the MOM, please ensure that the charges are prospective and not retrospective

Regards

Apurba Sengupta

From: R K Rai (राय आर के) [mailto:rkrai@hpcl.in]
Sent: Wednesday, May 20, 2015 2:37 PM
To: singh jai (सिंह जय प्रकाश); D Ganesh
Cc: rsitharthan@indianoilskytanking.co.in; raj.andrade@BIALAIRPORT.COM; 'Khwaja, Talib Sayeed (टी.एस.ख्वाजा)'; 'T S DUPARE (टी एस दुपारे)'; Mehta Rajnish (रजनीश महता); kamath prashantha m (कामत प्रशांथ एम); somayyamm@bharatpetroleum.in; Velliyurnott Diwakar; vikash.khanna@goindigo.in; 'Venkat'; 'Sundar Natarajan'; 'Tanmay Bhatnagar'; njagadish@indianoil.in; sampathkumarm@indianoil.in; Suresh M G (सुरेश एम जी); goraknath (गोरकनाथ); Apurba Sengupta; neeraj.ailawadi@goindigo.in; mehra atul (मेहरा अतुल)
Subject: RE: Minutes of Meeting held on 10th April 2015 at Fuel Farm of IOSPL for Proposed Revision of Throughput Fees at Kempegowda International Airport, Bengaluru

We also agree with BPCL views and as discussed in the meeting that it must have AERA approval with PROSPECTIVE DATE NOT RETROSPECTIVE.

Regards

Rai

From: singh jai (सिंह जय प्रकाश) [mailto:singhjai@bharatpetroleum.in]
Sent: Wednesday, May 20, 2015 2:24 PM
To: D Ganesh
Cc: rsitharthan@indianoilskytanking.co.in; raj.andrade@BIALAIRPORT.COM; 'Khwaja, Talib Sayeed (टी.एस.ख्वाजा)'; 'T S DUPARE (टी एस दुपारे)'; Mehta Rajnish (रजनीश महता); kamath prashantha m (कामत प्रशांथ एम); somayyamm@bharatpetroleum.in; velliyurnott.diwakar@ShellMRPL.com; vikash.khanna@goindigo.in; 'Venkat'; 'Sundar Natarajan'; 'Tanmay Bhatnagar'; njagadish@indianoil.in; sampathkumarm@indianoil.in; R K Rai (राय आर के); Suresh M G (सुरेश एम जी); goraknath (गोरकनाथ); apurba.sengupta@shellmrpl.com; neeraj.ailawadi@goindigo.in; mehra atul (मेहरा अतुल)
Subject: RE: Minutes of Meeting held on 10th April 2015 at Fuel Farm of IOSPL for Proposed Revision of Throughput Fees at Kempegowda International Airport, Bengaluru

Dear sir,

We acknowledge the receipt of the MOM & further like to reiterate that the revised Throughput charges effective on a prospective basis would be subject to approval by AERA as stated in Para 9 of the MOM.

आदर सहित at

जे पी सिंह/JP Singh

Mobile: +91 9650014343, Tel.: +91120 2474411, Fax.: +91 120 2474481-83

From: D Ganesh [mailto:dganesh@indianoilskytanking.co.in]

Sent: Saturday, May 16, 2015 5:53 PM

To: 'Sundar Natarajan'; 'Tanmay Bhatnagar'; njagadish@indianoil.in; sampathkumarm@indianoil.in; 'R K Rai'; 'Suresh M G (सुरेश एम जी)'; singh jai (सिंह जय प्रकाश); goraknath (गोरकनाथ); apurba.sengupta@shellmrpl.com; neeraj.aialawadi@goindigo.in

Cc: rsitharthan@indianoilskytanking.co.in; raj.andrade@BIALAIRPORT.COM; 'Khwaja, Talib Sayeed (टी.एस.ख्वाजा)'; 'T S DUPARE (टी एस दुपारे)'; 'Mehta Rajnish'; kamath prashantha m (कामत प्रशांथ एम);

somayyamm@bharatpetroleum.in; velliurnott.diwakar@ShellMRPL.com; vikash.khanna@goindigo.in; 'Venkat'

Subject: Minutes of Meeting held on 10th April 2015 at Fuel Farm of IOSPL for Proposed Revision of Throughput Fees at Kempegowda International Airport, Bengaluru

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email: dganesh@indianoilskytanking.co.in

dganesh456@gmail.com

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29-

D Ganesh

From: Jagadish N. [njagadish@indianoil.in]
Sent: 25 May 2015 16:54
To: dganesh@indianoilskytanking.co.in
Cc: tsdupare@indianoilskytanking.co.in; Mehboob, SK Golam (एस के गोलाम मेहबूब);
Bhardwaj, Rahul - GM(Avn) (राहुल भरदवाज); Sampathkumar, M (एम सम्पत कुमार)
Subject: FW: Minutes of Meeting held on 10th April 2015 at Fuel Farm of IOSPL for Proposed
Revision of Throughput Fees at Kempegowda International Airport, Bengaluru
Attachments: Minutes of Meeting held on 10th April 2015 at Fuel Farm of IOSL for Revision of
Throughput Fees - 10.04.2015.pdf

Dear Sir,

We acknowledge receipt of the Minutes of the Meeting on the subject forwarded to us and & further like to reiterate that the revised Throughput charges effective on a prospective basis would be subject to approval by AERA.

with regards,

N.Jagadish
Ch.APTM, Bangalore AFS
Mobile- 9448289982

From: R K Rai (राय आर के) [mailto:rkrai@hpcl.in]
Sent: Wednesday, May 20, 2015 2:37 PM
To: singh jai (सिंह जय प्रकाश); D Ganesh
Cc: rsitharthan@indianoilskytanking.co.in; raj.andrade@BIALAIRPORT.COM; Khwaja, Talib Sayeed (टी.एस.ख्वाजा); T S DUPARE (टी एस दुपारे); Mehta Rajnish (रजनीश महता); kamath prashantha m (कामत प्रशांथ एम); somayyamm@bharatpetroleum.in; velliurnott.diwakar@ShellMRPL.com; vikash.khanna@goindigo.in; 'Venkat'; 'Sundar Natarajan'; 'Tanmay Bhatnagar'; Jagadish N.; Sampathkumar, M (एम सम्पत कुमार); Suresh M G (सुरेश एम जी); goraknath (गोरकनाथ); apurba.sengupta@shellmrpl.com; neeraj.ailawadi@goindigo.in; mehra atul (मेहरा अतुल)
Subject: RE: Minutes of Meeting held on 10th April 2015 at Fuel Farm of IOSPL for Proposed Revision of Throughput Fees at Kempegowda International Airport, Bengaluru

We also agree with BPCL views and as discussed in the meeting that it must have AERA approval with PROSPECTIVE DATE NOT RETROSPECTIVE.

Regards

Rai

From: singh jai (सिंह जय प्रकाश) [mailto:singhjai@bharatpetroleum.in]
Sent: Wednesday, May 20, 2015 2:24 PM
To: D Ganesh
Cc: rsitharthan@indianoilskytanking.co.in; raj.andrade@BIALAIRPORT.COM; 'Khwaja, Talib Sayeed (टी.एस.ख्वाजा)'; 'T S DUPARE (टी एस दुपारे)'; Mehta Rajnish (रजनीश महता); kamath prashantha m (कामत प्रशांथ एम); somayyamm@bharatpetroleum.in; velliurnott.diwakar@ShellMRPL.com; vikash.khanna@goindigo.in; 'Venkat'; 'Sundar Natarajan'; 'Tanmay Bhatnagar'; njagadish@indianoil.in; sampathkumarm@indianoil.in; R K Rai (राय आर के); Suresh M G (सुरेश एम जी); goraknath (गोरकनाथ); apurba.sengupta@shellmrpl.com; neeraj.ailawadi@goindigo.in; mehra atul (मेहरा अतुल)

Subject: RE: Minutes of Meeting held on 10th April 2015 at Fuel Farm of IOSPL for Proposed Revision of Throughput Fees at Kempegowda International Airport, Bengaluru

Dear sir,

We acknowledge the receipt of the MOM & further like to reiterate that the revised Throughput charges effective on a prospective basis would be subject to approval by AERA as stated in Para 9 of the MOM.

आदर सहित at

जे पी सिंह/JP Singh

Mobile: +91 9650014343, Tel.: +91120 2474411, Fax.: +91 120 2474481-83

From: D Ganesh [mailto:dganesh@indianoilskytanking.co.in]

Sent: Saturday, May 16, 2015 5:53 PM

To: 'Sundar Natarajan'; 'Tanmay Bhatnagar'; njagadish@indianoil.in; sampathkumarm@indianoil.in; 'R K Rai'; 'Suresh M G (सुरेश एम जी)'; singh jai (सिंह जय प्रकाश); goraknath (गोरकनाथ); apurba.sengupta@shellmrpl.com; neeraj.ailawadi@goindigo.in

Cc: rsitharthan@indianoilskytanking.co.in; raj.andrade@BIALAIRPORT.COM; 'Khwaja, Talib Sayeed (टी.एस.ख्वाजा)'; 'T S DUPARE (टी एस दुपारे)'; 'Mehta Rajnish'; kamath prashantha m (कामत प्रशांथ एम);

somayymm@bharatpetroleum.in; velliurnott.diwakar@ShellMRPL.com; vikash.khanna@goindigo.in; 'Venkat'

Subject: Minutes of Meeting held on 10th April 2015 at Fuel Farm of IOSPL for Proposed Revision of Throughput Fees at Kempegowda International Airport, Bengaluru

Dear Sirs,

We have sent in the attached file the Minutes of the User Consultative Meeting held on 10th April 2015 at Fuel Farm Facility, Kempegowda International Airport, IndianOil Skytanking Pvt. Ltd., Bengaluru regarding Proposed Revision in the Throughput Fees.

Kindly acknowledge receipt and confirm and in case you have any comments/suggestions on the Minutes you may please send them by mail.

Kind regards,

D. GANESH,

Chief Financial Officer &

Company Secretary,

IndianOil Skytanking Private Ltd.,

Bangalore.

Mobile No.096111 66627

Direct: 080-6678 3201.

email: dganesh@indianoilskytanking.co.in

dganesh456@gmail.com

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Mobile: +91 9650014343, Tel.: +91120 2474411, Fax.: +91 120 2474481-83

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Sent: Saturday, May 16, 2015 5:53 PM

To: 'Sundar Natarajan'; 'Tanmay Bhatnagar'; njagadish@indianoil.in; sampathkumarm@indianoil.in; 'R K Rai'; 'Suresh M G (सुरेश एम जी)'; singh jai (सिंह जय प्रकाश); goraknath (गोरकनाथ); apurba.sengupta@shellmrpl.com; neeraj.aillawadi@goindigo.in

Cc: rsitharthan@indianoilskytanking.co.in; raj.andrade@BIALAIRPORT.COM; 'Khawaja, Talib Sayeed (टी.एस.खवाजा)'; 'S DUPARE (टी एस दुपारे)'; 'Mehta Rajnish'; kamath prashantha m (कामत प्रशांथ एम);

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Kind regards,

D. GANESH,

Chief Financial Officer &

Company Secretary,

IndianOil Skytanking Private Ltd.,

Bangalore.

Mobile No.096111 66627

Direct: 080-6678 3201.

email: dganesh@indianoilskytanking.co.in

dganesh456@gmail.com

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FORM A**BEFORE THE AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA
AT NEW DELHI****SUBMISSION OF MULTI YEAR TARIFF PROPOSAL FOR AND ON BEHALF OF:**

**M/s. IndianOil Skytanking Pvt. Ltd.,
Fuel Farm Facility,
Bangalore International Airport,
Devanahalli,
Bangalore 560 300**

We, R. Sitharthan & D. Ganesh aged 56 yrs & 53 yrs respectively residents of Bangalore acting in our official capacity as Chief Executive Officer (CEO) and Chief Financial Officer & Company Secretary (CFO & CS) in M/s. IndianOil Skytanking Pvt. Ltd, having its registered office at Fuel Farm Facility, Bangalore International Airport, Devanahalli, Bangalore 560 300 do hereby state and affirm as under:

1. That we are duly authorized to act for and on behalf of M/s. **IndianOil Skytanking Pvt. Ltd.** in the matter of making this submission before the Airports Economic Regulatory Authority of India, New Delhi ('the Authority');
2. We are competent to make this submission before the Authority;
3. We are making this submission in our official capacity and the facts stated herein are based on official records;
4. The contents of this submission which include inter alia
 - i) Business Plan
 - ii) Information relating to the Regulatory Building Blocks
 - iii) Competition Assessment
 - iv) Historical and Forecasted Volumes; and
 - v) Historical Revenues are correct and true to our knowledge and belief and nothing material has been concealed there from.



(R SITHARTHAN)
CEO



(D.GANESH)
CFO & CS

Place: Bangalore
Date: 08th March 2016

Business Plan- Bangalore-Fuel Farm IndianOil Skytanking

***Registered Office:
Fuel Farm Facility
Bangalore International Airport
Devanahalli
Bangalore-560 300***

2016

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1.0 EXECUTIVE SUMMARY

- 1.1 In order to determine tariffs for services provided at major airports in India, Airports Economic Regulatory Authority (AERA) formulated guidelines on August 2nd 2010 vide its Consultation Paper No. 05/2010-11. The guidelines were further revised on January 10th 2011.
- 1.2 These guidelines being issued under Section 15 of The Airports Economic Regulatory Authority of India Act, 2008 and referred to as "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".
- 1.3 IndianOil Skytanking Private Limited (IOSL) being a service provider for supply of fuel to aircrafts at Delhi International Airport Limited was required to adhere to the above said guidelines and submit to the authorities the information sought.
- 1.4 **As per Section AI.4 of the above guidelines, a 5 year Business Plan was submitted for the first control period commencing from 2011-12 to 2015-16. AERA accepted the submissions made by the company and agreed to adopt the "Light Touch Approach" in determining the tariff and accordingly issued its Order No. 5/2013-14 dated April 4, 2013.**
- 1.5 With the second control period to commence shortly, the data for submission has been compiled for the year 2016-17 till 2020-21.
- 1.6 AERA has also made this submission possible online through its portal www.aera.gov.in.
- 1.7 IOSL has filled all the forms online and submitted attachments in support of the figures.

2.0 THE COMPANY

- 2.1 IndianOil Skytanking Private Limited is a joint venture company between Indian Oil Corporation Ltd. and Skytanking Holdings GmbH, Germany with equal participation. The company was incorporated on August 21st 2006 with the main objective of designing, financing, constructing and operating an Aviation Fuel Farm Facility and also offering Into-Plane fuelling services without indulging in the actual sale of Aviation Turbine Fuel in airports in the country. In short the company is a service provider for Aviation Fuel handling at Airports.
- 2.2 With effect from May 24, 2008 IOSL handles the Fuel Farm facility and Into Plane services at Kempegowda International Airport. In Bangalore IOSL supplies 1600 KL on a daily basis.

- 2.3 IOSL has an in-house design engineering team who has already exhibited their capabilities in Procurement of Dispensers and Refuellers for Mumbai, Delhi and Bangalore Airports and Commissioning of Mumbai, Delhi and Bangalore Fuel Hydrant Systems. IOSL has established its financial credentials in the shortest span of time and has a corporate credit rating of CRISIL A+ and CARE AA(-).
- 2.4 IOSL is the first company to introduce "Single Man Refueling" in India. This is possible with the latest refueling equipment standards, quality control and general fuel handling procedures in line with obligations of suppliers and the airline customers. It is also the first to introduce Open Access Model in the Aviation Industry in India.
- 2.5 IOSL which had a humble beginning in 2006, in a single room in a congested market place in Bangalore now operates (Fuel Farm Operations) not only in the Bangalore Airport but also at India's largest and one of the world's largest airport at Delhi. The journey so far has been a hard travel for the IOSL team. The team believes in the words of Robert Frost, *"I took the road less travelled by and that has made all the difference"*.

3.0 MANAGEMENT AND ORGANISATION

- 3.1 The Chairman of the Board of Directors of IOSL is the Executive Director, Aviation of Indian Oil Corporation Ltd. The other Directors consist of
- Managing Director, Skytanking Holding GmbH,
 - Deputy General Manager (Finance), Indian Oil Corporation Ltd
- 3.2 The top management of the company consists of the Chief Executive Officer, Chief Financial Officer & Company Secretary and Vice President.

4.0 PRODUCTS AND SERVICES

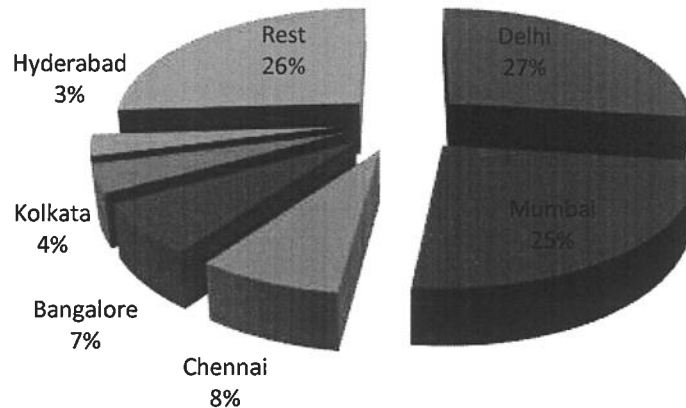
- 4.1 IOSL operates and manages Fuel Farm and Into-Plane services and the international airports of Bangalore, Delhi and Into-Plane services at Mumbai airport. IOSL also provides operations and maintenance contracts on behalf of Indian Oil Corporation Ltd at Leh, Kullu, Udhampur and THOISE.

5.0 MARKETING PLAN

- 5.1 73% of India's fuelling takes place in the following 6 airports,
- Bangalore
 - Delhi
 - Hyderabad
 - Kolkata
 - Chennai
 - Mumbai

- 5.2 Of these 6 airports, 34% of the fuelling happens in Bangalore and Delhi airports. IOSL-ITP market share at present at Delhi airport is about 64% in 2011-12.
- 5.3 The market of fuelling and IOSL's share can be explained better with the following chart,

Market Share



6.0 LOCATION

- 6.1 IOSL was incorporated and is headquartered in Bangalore. Its operations are at the airports in Mumbai, Bangalore and Delhi. The operations in the 3 cities can be summarized as follows:

Delhi	Bangalore	Mumbai
IOSL has a 25 year concession with DIAL	IOSL has a 20 year concession with BIAL	
O&M contract for the fuel storage and hydrant for the new Terminal T3 and ITP contract for 10 years	BOOT contract for the fuel storage and hydrant for the new airport and ITP contract for 10 years	ITP contract for 10 years
New terminal T3 fuel system commissioned on 14 th July 2010	Airport and fuel system opened on 24 th May 2008	Operations started from 1 st January 2015
Refuels 250 aircrafts on a daily basis	Refuels 160 aircrafts on a daily basis	Refuels 300 aircrafts on a daily basis

7.0 COMPETITION

- 7.1 At Bangalore Airport, IOSL is the only Fuel Farm operator under the Open Access Model.

As there are no other Service Providers the service is deemed as “**Non Competitive**” as per AERA Guidelines. However it may please be noted that IOSL as a Fuel Farm operator was selected through the process of International Competitive bidding.

8.0 MATERIALITY ASSESSMENT

8.1 Materiality Index (MI_F)

$$\begin{aligned}
 &= \text{Fuel Throughput in Kiloliter at Delhi Airport/Total Fuel Throughput in Kilolitre at major Airports} \times 100 \\
 &= 397655 \text{ KL} / 4926539 \text{ KL} \times 100 \text{ (as per All.3 of Appendix II- Page 64 AERA guidelines dated Jan 10th 2011)} \\
 &= 8.07\%
 \end{aligned}$$

The MI_F is more than 5% and hence the service is deemed as “**Material**” as per AERA Guidelines.

9.0 OPERATIONAL PARAMETERS

9.1 The key financial statements, viz. Balance Sheet, Profit and Loss Account and Cash Flow Statement have been included in the specified forms. The explanation to the preparation of such statements is discussed in detail below.

- **Volume-** IOSL's volume is estimated at 5,83,894.47 KL for 2016-17. The estimation is based on past trend. The volume increase year on year has been assumed at 1%.
- **Turnover-** The agreed rate with BIAL for 2016-17 (and also approved by AERA) being ₹ 1700.00 per KL which has been taken into consideration in the projections.
- **Asset-** IOSL owns the fuel farm facilities at Bangalore Airport. Actual assets that have been acquired till 2015-16 have been considered. Details of such assets have been provided in the specified form. Future projection of asset purchases have been done based on the needs assessed by the technical team at IOSL.
- **Depreciation –** The straight line method of depreciation has been adopted. The useful life of assets are based on the guidelines provided in Schedule II of the Companies Act, 2013.
- **Capital Structure-** Capital contribution have been assumed at 70:30 for equity and debt as per the practice. For shortfall in funds, IOSL envisaged to borrow at competitive rates. In future years IOSL is contemplating influx of additional equity. The capital structure is summarized as follows:

	₹ in lakhs				
	2016-17	2017-18	2018-19	2019-20	2020-21
Debt	5,873.13	4,375.00	3,750.00	9,250.00	7,750.00
Equity	4,032.89	4,032.89	4,032.89	7,032.89	7,032.89

- **Concession fee to Airport Operator-** As per the current terms of the agreement with BIAL, the same has been assumed ₹ 1,067 on accrual basis.
- **Fair Rate of Return-(FRoR)** – It has been assumed that cost of debt is likely to increase over the years as a percentage of closing debt. Cost of equity has been calculated using the CAPM model. Since IOSL is not a listed company, beta has been assumed as the average of similar players in the market. The Fair Rate of Return works out to 13.98%.
- **Cost of Debt-** The average interest for bank loan used for financing the Delhi-ITP operations has been 11.30%.
- **Cost of Equity-**As given in the guidelines, cost of equity has been arrived at using the CAPM approach. IOSL not being a listed company, the beta values for similar listed companies were taken into consideration for the purpose of calculation. The companies that were used for this purpose are Hindustan Petroleum Ltd., Indian Oil Corporation Ltd and Bharat Petroleum Ltd. The beta values of such companies were however not readily available on the stock exchange websites and the same were obtained from the research reports of Reuters.
- **Risk free Rate-** Benchmark Yield on 10year Government of India Bonds was adopted.
- **Return on Market Portfolio-** The average of the SENSEX values (closing less opening) for the last 10 years was adopted.
- **Operating costs-**Items considered for operating costs are those based on past trend of the company. Most items of cost have been escalated at the rate of 5.33% p.a. in line with past trend. Salaries have been escalated by 12%. The basis of increase in salaries is on past trend and that adopted by IOSL. The gross emoluments of the employees of IndianOil Corporation have to be compensated by IOSL based on debit notes raised by IOCL each year. Rent has been escalated at 7.50% p.a. based on the agreement terms. Some other expenses like repairs and maintenance has been escalated at 10.33%, utilities at 8.33% and insurance at 10%.

IndianOil Skytanking Limited
Bangalore-Fuel Farm

Figs in Rs.

Form F1 (a): Historical and Proposed Aggregate Revenue Requirement (ref: A1.2 of Appendix I)								
S/N.	Aggregate Revenue Requirement	Last available audited year	Financial year before tariff year	Tariff Year	Tariff Year	Tariff Year	Tariff Year	Tariff Year
		2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21
1	Aggregate Revenue Requirement							
	Bangalore-Fuel Farm	84,88,13,172.34	90,95,54,037.06	1,02,54,08,693.67	1,06,14,51,797.44	1,06,90,69,880.51	1,16,84,86,942.82	1,30,71,94,050.81
	TOTAL	84,88,13,172.34	90,95,54,037.06	1,02,54,08,693.67	1,06,14,51,797.44	1,06,90,69,880.51	1,16,84,86,942.82	1,30,71,94,050.81

40-

IndianOil Skytanking Limited
Bangalore-Fuel Farm

Figs in Rs.

Form F1 (b): Competition Assessment (ref: AI.3 of Appendix I)

NIL

Sl.No.	Details of competitive facilities

41 -

IndianOil Skytanking Pvt.Limited
Bangalore-Fuel Farm

BALANCE SHEET

Figs in Rs.

Form F2: Historical and Projected Balance Sheet(ref. Section A1.4 of Appendix I)

S.N	Particulars	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21
1. SOURCES OF FUNDS								
A)	Shareholders' Funds							
a)	Share Capital	40,32,89,439.54	40,32,89,439.54	40,32,89,439.54	40,32,89,439.54	40,32,89,439.54	70,32,89,439.54	70,32,89,439.54
b)	Share Application Money							
c)	Reserves and Surplus-SPRH	3,32,00,000.00	3,32,00,000.00	3,32,00,000.00	3,32,00,000.00	3,32,00,000.00	3,32,00,000.00	3,32,00,000.00
	Profit and Loss Account	4,78,28,433.42	10,50,88,507.78	13,91,42,362.11	18,84,54,969.91	23,75,20,479.46	22,17,67,578.62	13,89,97,307.97
B)	Loan Funds							
a)	Secured Loans	26,29,57,987.30	17,49,65,304.75	58,73,12,622.20	43,75,00,000.00	37,50,00,000.00	92,50,00,000.00	77,50,00,000.00
b)	Unsecured Loans							
c)	Working capital Loan	0.00	0.00	0.00	0.00	0.00	0.00	0.00
C)	Capital Grants							
D)	Deferred Tax Liability-(Net)							
	TOTAL SOURCES OF FUNDS	74,72,75,860.26	71,65,43,252.07	1,16,29,44,423.85	1,06,24,44,409.45	1,04,90,09,919.00	1,88,32,57,018.16	1,65,04,86,747.51
2. APPLICATIONS OF FUNDS								
A)	Fixed Assets							
a)	Gross Block(Net of assets not in use)	94,35,13,097.05	96,72,92,149.06	1,33,34,56,310.06	1,53,56,56,310.06	1,55,56,56,310.06	2,55,56,56,310.06	2,55,56,56,310.06
b)	less: Accumulated Depreciation	7,43,46,512.78	14,99,33,720.11	24,48,05,046.29	36,85,00,668.12	49,23,88,085.66	63,60,52,271.75	85,36,06,850.39
c)	Net Block	86,91,66,584.27	81,73,58,428.95	1,08,86,51,263.77	1,16,71,55,641.94	1,06,32,68,224.40	1,91,96,04,038.31	1,70,20,49,459.67
d)	Capital Work in Progress							
B)	Deferred Tax Assets							
C)	Current Assets, Loans and Advances							
a)	Sundry Debtors	6,68,83,052.50	7,22,64,166.67	8,27,18,382.78	8,35,45,566.61	8,43,81,022.27	8,52,24,832.49	8,60,77,080.82
b)	Cash and Bank Balances	1,24,95,250.31	3,19,36,310.24	20,29,17,070.15	2,12,66,525.94	11,19,72,581.58	9,02,35,964.63	7,54,44,279.57
c)	Inventories	1,90,783.56	7,81,549.87	8,59,704.85	9,45,675.34	10,40,242.87	11,44,267.16	12,58,693.88
d)	Other Current Assets							
e)	Loans and Advances							
Less: Current liabilities and provisions								
a)	Liabilities	4,26,35,239.97	4,69,72,633.24	5,33,77,427.30	5,16,44,429.97	5,28,27,581.73	5,41,27,514.02	5,55,18,196.02
b)	Provisions	15,88,24,570.41	15,88,24,570.41	15,88,24,570.41	15,88,24,570.41	15,88,24,570.41	15,88,24,570.41	15,88,24,570.41
	Net Current Assets	-12,18,90,724.01	-10,08,15,176.87	7,42,93,160.08	-10,47,11,232.49	-1,42,58,305.41	-3,63,47,020.15	-5,15,62,712.16
	Profit and Loss A/c							
	TOTAL APPLICATION OF FUNDS	74,72,75,860.26	71,65,43,252.07	1,16,29,44,423.85	1,06,24,44,409.45	1,04,90,09,919.00	1,88,32,57,018.16	1,65,04,86,747.51

IndianOil Skytanking Pvt.Limited
Bangalore-Fuel Farm

PROFIT AND LOSS STATEMENT

Figs in Rs.

Form F3: Historical and Projected Profit and Loss A/(ref: Section A1.4 of Appendix I)

S.N	Particulars	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21
1	Revenue							
	Revenues from Regulated Services	80,25,96,630.00	86,71,70,000.00	99,26,20,593.33	1,00,25,46,799.27	1,01,25,72,267.26	1,02,26,97,989.93	1,03,29,24,969.83
	Revenues from other than Regulated Services							
	Other Income							
2	Operating Expenditure							
	Payroll Costs	1,89,70,223.00	2,16,26,137.33	2,59,49,694.81	2,90,63,658.19	3,25,51,297.17	3,64,57,452.83	4,08,32,347.17
	Administrative and General Costs	1,39,31,908.54	2,53,35,690.67	8,62,36,488.72	4,36,20,777.37	4,65,97,106.67	4,98,04,536.82	5,32,63,450.49
	Utilities and Outsourcing costs	1,26,35,962.00	1,32,28,661.33	1,43,30,608.82	1,55,24,348.54	1,68,17,526.77	1,82,18,426.75	1,97,36,021.70
	Concession Fee & Airport Operator Fees	57,09,13,730.00	61,68,46,926.67	62,30,15,395.93	62,92,45,549.89	63,55,38,005.39	64,18,93,385.45	64,83,12,319.30
	Repair and Maintenance Costs	60,22,680.00	87,63,029.33	2,97,78,250.26	3,65,54,343.52	3,97,78,757.20	4,38,87,902.82	4,84,21,523.18
3	Earnings before depreciation, interest and taxation(EBITDA)	18,01,22,126.46	18,13,69,554.67	21,33,10,154.78	24,85,38,121.76	24,12,89,574.05	23,24,36,285.26	22,23,59,307.99
	Depreciation and Amortisation	7,43,46,512.78	7,55,87,207.33	9,48,71,326.18	12,36,95,621.83	12,38,87,417.54	14,36,64,186.10	21,75,54,578.64
4	Earnings before interest and Taxation(EBIT)	10,57,75,613.68	10,57,82,347.34	11,84,38,828.60	12,48,42,499.93	11,74,02,156.51	8,87,72,099.16	48,04,729.35
	Total Interest and Finance Charges	3,26,40,097.65	1,82,24,700.40	6,63,66,326.31	4,94,37,500.00	4,23,75,000.00	10,45,25,000.00	8,75,75,000.00
5	Profit/ (Loss) before Tax	7,31,35,516.03	8,75,57,646.94	5,20,72,502.29	7,54,04,999.93	7,50,27,156.51	(1,57,52,900.84)	(8,27,70,270.65)
	Provision for Taxation:							
	Less: Current Tax	2,53,07,082.61	3,02,97,572.57	1,80,18,647.97	2,60,92,392.13	2,59,61,646.97	0.00	0.00
	Deferred Tax Asset							
6	Profit after taxation	4,78,28,433.42	5,72,60,074.37	3,40,53,854.32	4,93,12,607.80	4,90,65,509.54	(1,57,52,900.84)	(8,27,70,270.65)
	Add/Less: Balance brought forward from Prev. years		4,78,28,433.42	10,50,88,507.78	13,91,42,362.11	18,84,54,969.91	23,75,20,479.46	22,17,67,578.62
	Less: Transfer to SPRH Reserve fund							
7	Profit/Loss carried to Balance Sheet	4,78,28,433.42	10,50,88,507.78	13,91,42,362.11	18,84,54,969.91	23,75,20,479.46	22,17,67,578.62	13,89,97,307.97

IndianOil Skytanking Pvt.Limited

Bangalore-Fuel Farm

CASH FLOW STATEMENT

Figs in Rs.

Form F4: Historical and Projected Cash Flow Statement (ref: Section AL.4 of Appendix I)

S.N	Particulars	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21
1 Cash flow from Operating Activities								
	Net Profit/(Loss) before Taxation	7,31,35,516.03	8,75,57,646.94	5,20,72,502.29	7,54,04,999.93	7,50,27,156.51	(1,57,52,900.84)	(8,27,70,270.65)
	Adjustments for:							
	Depreciation	7,43,46,512.78	7,55,87,207.33	9,48,71,326.18	12,36,95,621.83	12,38,87,417.54	14,36,64,186.10	21,75,54,578.64
	Foreign Exchange(Gain)/Loss-Unrealised(net)							
	(Gain)/Loss on the sale of Fixed Assets							
	Provision for doubtful debts							
	Interest Income							
	Interest and Finance Charges	3,26,40,097.65	1,82,24,700.40	6,63,66,326.31	4,94,37,500.00	4,23,75,000.00	10,45,25,000.00	8,75,75,000.00
	Operating Profit Before Working Capital Changes	18,01,22,126.46	18,13,69,554.67	21,33,10,154.78	24,85,38,121.76	24,12,89,574.05	23,24,36,285.26	22,23,59,307.99
	Adjustment for:							
	Decrease/(Increase) in Trade Receivables	(6,68,83,052.50)	(53,81,114.17)	(1,04,54,216.11)	(8,27,183.83)	(8,35,455.67)	(8,43,810.22)	(8,52,248.32)
	Decrease/(Increase) in Inventories	(1,90,783.56)	(5,90,766.31)	(78,154.99)	(85,970.49)	(94,567.53)	(1,04,024.29)	(1,14,426.72)
	Decrease/(Increase) in Loans and Advances	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	(Decrease)/Increase in Sundry Creditors & Provisions	4,26,35,239.97	43,37,393.27	64,04,794.06	(17,32,997.33)	11,83,151.76	12,99,932.29	13,90,682.00
	Cash generated from operation	15,56,83,530.37	17,97,35,067.47	20,91,82,577.74	24,58,91,970.11	24,15,42,702.61	23,27,88,383.04	22,27,83,314.94
	Less: Income Taxes and Other Taxes(Including FBT) paid	(2,53,07,082.61)	(3,02,97,572.57)	(1,80,18,647.97)	(2,60,92,392.13)	(2,59,61,646.97)	0.00	0.00
	Net Cash flow from operating activities	13,03,76,447.76	14,94,37,494.90	19,11,63,929.77	21,97,99,577.99	21,55,81,055.64	23,27,88,383.04	22,27,83,314.94
2 Cash flow from investing activities								
	Purchase of Fixed Assets/Intangible Assets(Including work in progress)	0.00	(2,37,79,052.01)	(36,61,64,161.00)	(20,22,00,000.00)	(2,00,00,000.00)	(1,00,00,00,000.00)	0.00
	Decrease in Creditors for Capital work in Progress							
	Sale proceeds from disposal of Fixed Assets	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Interest Received							
	Net Cash used in Investing Activities	0.00	(2,37,79,052.01)	(36,61,64,161.00)	(20,22,00,000.00)	(2,00,00,000.00)	(1,00,00,00,000.00)	0.00
3 Cash flow from financing activities								
	Proceeds from Long-Term Borrowings	0.00	0.00	50,00,00,000.00	0.00	0.00	70,00,00,000.00	0.00
	Repayment of Long-Term Borrowings	(9,52,41,099.80)	(8,79,92,682.55)	(8,76,52,682.55)	(14,98,12,622.20)	(6,25,00,000.00)	(15,00,00,000.00)	(15,00,00,000.00)
	Increase in Equity		0.00				30,00,00,000.00	
	Increase/(Decrease) in Short-Term Bank Borrowings							
	Interest and Finance Charges paid	(3,26,40,097.65)	(1,82,24,700.40)	(6,63,66,326.31)	(4,94,37,500.00)	(4,23,75,000.00)	(10,45,25,000.00)	(8,75,75,000.00)
	Net Cash from Financing Activities	(12,78,81,197.45)	(10,62,17,382.95)	34,59,80,991.14	(19,92,50,122.20)	(10,48,75,000.00)	74,54,75,000.00	(23,75,75,000.00)
	4 Net Change in Cash and Cash Equivalents	24,95,250.31	1,94,41,059.94	17,09,80,759.91	(18,16,50,544.21)	9,07,06,055.64	(2,17,36,616.96)	(1,47,91,685.06)
	5 Cash and Cash Equivalents as at the beginning of the period	1,00,00,000.00	1,24,95,250.31	3,19,36,310.24	20,29,17,070.15	2,12,66,525.94	11,19,72,581.58	9,02,35,964.63
	6 Less: Cash and Cash Equivalents at the end of the period	1,24,95,250.31	3,19,36,310.24	20,29,17,070.15	2,12,66,525.94	11,19,72,581.58	9,02,35,964.63	7,54,44,279.57

IndianOil Skytanking Limited
Bangalore-Fuel Farm

Form F5: Cost of Equity and Post-Tax FROR Forecast(ref:Section A1.5of Appendix I)

	2016-17			2017-18			2018-19			2019-20			2020-21		
	Low	High	Point Estimate	Low	High	Point Estimate	Low	High	Point Estimate	Low	High	Point Estimate	Low	High	Point Estimate
Gearing															
Pre-Tax Cost of Debt	11.30	11.30	11.30	11.30	11.30	11.30	11.30	11.30	11.30	11.30	11.30	11.30	11.30	11.30	11.30
Risk-free Rate	7.84	7.84	7.84	7.84	7.84	7.84	7.84	7.84	7.84	7.84	7.84	7.84	7.84	7.84	7.84
Equity-risk premium	8.31	23.52	8.31	8.31	23.52	8.31	8.31	23.52	8.31	8.31	23.52	8.31	8.31	23.52	8.31
Beta	1.12	1.12	1.12	1.12	1.12	1.12	1.12	1.12	1.12	1.12	1.12	1.12	1.12	1.12	1.12
Post-Tax Cost of Equity	17.15	17.15	17.15	17.15	17.15	17.15	17.15	17.15	17.15	17.15	17.15	17.15	17.15	17.15	17.15
Post-Tax FROR			13.98			13.98			13.98			13.98			13.98

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IndianOil Skytanking Limited
Bangalore-Fuel Farm

Figs in Rs.

Form F6(a) Loan Master (ref Section A1.5 of Appendix I)

Provide details of all debts (all type of debt instruments)						
Particulars	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20
Secured Loan						
Repayments during the year	9,52,41,099.80	8,79,92,682.55	8,76,52,682.55	14,98,12,622.20	6,25,00,000.00	15,00,00,000.00
Interest payments during the year	3,26,40,097.65	1,82,24,700.40	6,63,66,326.31	4,94,37,500.00	4,23,75,000.00	8,75,75,000.00
Outstanding at the end of the year	26,29,57,987.30	17,49,65,304.75	58,73,12,622.20	43,75,00,000.00	37,50,00,000.00	77,50,00,000.00
Working Capital Loans						
Repayments during the year						
Interest payments during the year						
Outstanding at the end of the year						

For every loan (actual/proposed, secured/unsecured) the following information should also be provided/indicated

1	Particulars	Secured
2	Source	Bank Term Loan
3	Type of Loan(PS/WC)	PS
4	If PS, then indicate the Project/Apportionment	For Bangalore - Fuel Farm
5	Total Loan amount sanctioned-Rs.	
6	Loan Tenure	8 years
7	Interest type(Fixed/Floating)	Floating
8	If Fixed interest, rate of interest %	N/A
9	Base rate, if floating interest	SBI PLR+1%
10	Margin, if floating interest	Nil
11	Are there any Caps/Floor?	No
12	If above is yes, specify caps floor	N/A
13	Moratorium Period	
14	Moratorium effective from	
15	Repayment Period	2016-24
16	Repayment Start date	2016-17
17	Repayment Frequency	Quarterly
18	Arrangement fees	
19	Outstanding Loan (as on 31.03.2015)	26,29,57,987.30
20	Other terms	

Legend	
PS	Project Specific
WC	Working Capital

>Data from this sheet should be linked to all the sheets wherever details about Debt, Interest Charges, Arrangement fees, Cost of debt etc is getting used

Projected values to be provided

Information for last financial year for which audited accounts are available

IndianOil Skytanking Limited
Bangalore-Fuel Farm

Figs in Rs.

Form F6(b): Summary statement of Interest and Finance Charges (ref: Section A1.5 of Appendix I)

Sl No.	Particulars	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21
A	1 Interest charges on Government Loans, Bonds and Advances							
	Government Loans							
	Bonds							
	Foreign Currency Loans/Credits							
	Debentures							
	Total							
2	Interest on Long Term Loans/Credits from the FI's/Banks/Organisations approved by the government							
	Secured	3,26,40,097.65	1,82,24,700.40	6,63,66,326.31	4,94,37,500.00	4,23,75,000.00	10,45,25,000.00	8,75,75,000.00
	Unsecured							
	Total							
	Total (1+2)	3,26,40,097.65	1,82,24,700.40	6,63,66,326.31	4,94,37,500.00	4,23,75,000.00	10,45,25,000.00	8,75,75,000.00
B	Cost of raising finance and Bank Charges on Project Loans							
C	Grand Total of Interest and Finance Charges	3,26,40,097.65	1,82,24,700.40	6,63,66,326.31	4,94,37,500.00	4,23,75,000.00	10,45,25,000.00	8,75,75,000.00
D	Less: Interest and Finance Charges capitalised							
E	Net Total of Interest and Finance charges on Project related loans	3,26,40,097.65	1,82,24,700.40	6,63,66,326.31	4,94,37,500.00	4,23,75,000.00	10,45,25,000.00	8,75,75,000.00
F	Interest on Working Capital Loans							
G	Other interest charges (Provide head wise details)							
H	Total interest and Finance Charges chargeable to P&L A/c (E+F+G)	3,26,40,097.65	1,82,24,700.40	6,63,66,326.31	4,94,37,500.00	4,23,75,000.00	10,45,25,000.00	8,75,75,000.00

* Projected values to be provided

*Fields in italics are indicative only

*Information for last financial year for which audited accounts are available

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Form F6 (c): Contributions, Grants and subsidies Master (ref: Section A1.5 of Appendix I)

NIL

[illegible]

Legend	
OB	Opening Balance for the year
Add.	Additions during the year
CB	Closing Balance for the year

*Projected values to be provided
Information for the last financial year for which audited accounts are available

Project Name	Project ID	Project Type	Project Status	Project Manager	Project Lead	Project Sponsor	Project Budget	Project Start Date	Project End Date	Project Duration	Project Progress	Project Risk	Project Impact	Project Notes
Project A	101	Software Development	Completed	John Doe	Jane Smith	Bob Johnson	\$1,200,000	2020-01-01	2020-12-31	12 Months	100%	Low	High	Project A was completed successfully on time and within budget.
Project B	102	Hardware Upgrade	In Progress	John Doe	Jane Smith	Bob Johnson	\$800,000	2021-01-01	2021-06-30	6 Months	75%	Medium	Medium	Project B is currently in progress and is on track.
Project C	103	Cloud Migration	Planned	John Doe	Jane Smith	Bob Johnson	\$1,500,000	2022-01-01	2022-12-31	12 Months	0%	High	High	Project C is planned for 2022 and is currently in the planning phase.
Project D	104	Marketing Campaign	Completed	John Doe	Jane Smith	Bob Johnson	\$300,000	2020-03-01	2020-09-30	7 Months	100%	Low	Medium	Project D was completed successfully and exceeded expectations.
Project E	105	Research & Development	In Progress	John Doe	Jane Smith	Bob Johnson	\$2,000,000	2021-01-01	2023-12-31	36 Months	40%	High	High	Project E is currently in progress and is on track.
Project F	106	Infrastructure Upgrade	Planned	John Doe	Jane Smith	Bob Johnson	\$1,800,000	2023-01-01	2023-12-31	12 Months	0%	High	High	Project F is planned for 2023 and is currently in the planning phase.
Project G	107	Customer Service Improvement	Completed	John Doe	Jane Smith	Bob Johnson	\$400,000	2020-04-01	2020-10-31	7 Months	100%	Low	Medium	Project G was completed successfully and improved customer satisfaction.
Project H	108	Product Launch	In Progress	John Doe	Jane Smith	Bob Johnson	\$900,000	2021-01-01	2021-08-31	8 Months	60%	Medium	Medium	Project H is currently in progress and is on track.
Project I	109	Security Audit	Planned	John Doe	Jane Smith	Bob Johnson	\$250,000	2022-01-01	2022-03-31	3 Months	0%	High	High	Project I is planned for 2022 and is currently in the planning phase.
Project J	110	Employee Training	Completed	John Doe	Jane Smith	Bob Johnson	\$150,000	2020-05-01	2020-07-31	3 Months	100%	Low	Low	Project J was completed successfully and improved employee skills.
Project K	111	Website Redesign	In Progress	John Doe	Jane Smith	Bob Johnson	\$600,000	2021-01-01	2021-09-30	9 Months	50%	Medium	Medium	Project K is currently in progress and is on track.
Project L	112	Mobile App Development	Planned	John Doe	Jane Smith	Bob Johnson	\$1,100,000	2022-01-01	2022-12-31	12 Months	0%	High	High	Project L is planned for 2022 and is currently in the planning phase.
Project M	113	Supply Chain Optimization	Completed	John Doe	Jane Smith	Bob Johnson	\$700,000	2020-06-01	2020-11-30	6 Months	100%	Medium	Medium	Project M was completed successfully and optimized the supply chain.
Project N	114	Internal Audit	In Progress	John Doe	Jane Smith	Bob Johnson	\$350,000	2021-01-01	2021-04-30	4 Months	80%	Low	Low	Project N is currently in progress and is on track.
Project O	115	Compliance Training	Planned	John Doe	Jane Smith	Bob Johnson	\$200,000	2022-01-01	2022-02-28	2 Months	0%	Low	Low	Project O is planned for 2022 and is currently in the planning phase.
Project P	116	IT Support Center	Completed	John Doe	Jane Smith	Bob Johnson	\$500,000	2020-07-01	2020-12-31	6 Months	100%	Low	Medium	Project P was completed successfully and improved IT support.
Project Q	117	Business Process Automation	In Progress	John Doe	Jane Smith	Bob Johnson	\$1,300,000	2021-01-01	2022-06-30	18 Months	30%	High	High	Project Q is currently in progress and is on track.
Project R	118	Customer Feedback System	Planned	John Doe	Jane Smith	Bob Johnson	\$450,000	2022-01-01	2022-06-30	6 Months	0%	Medium	Medium	Project R is planned for 2022 and is currently in the planning phase.
Project S	119	Employee Wellness Program	Completed	John Doe	Jane Smith	Bob Johnson	\$180,000	2020-08-01	2020-10-31	3 Months	100%	Low	Low	Project S was completed successfully and improved employee wellness.
Project T	120	IT Security Policy Review	In Progress	John Doe	Jane Smith	Bob Johnson	\$220,000	2021-01-01	2021-03-31	3 Months	90%	Low	Low	Project T is currently in progress and is on track.
Project U	121	Supply Chain Risk Assessment	Planned	John Doe	Jane Smith	Bob Johnson	\$380,000	2022-01-01	2022-03-31	3 Months	0%	High	High	Project U is planned for 2022 and is currently in the planning phase.
Project V	122	Internal Control System	Completed	John Doe	Jane Smith	Bob Johnson	\$650,000	2020-09-01	2021-01-31	5 Months	100%	Medium	Medium	Project V was completed successfully and improved internal controls.
Project W	123	Customer Segmentation Analysis	In Progress	John Doe	Jane Smith	Bob Johnson	\$420,000	2021-01-01	2021-05-31	5 Months	70%	Medium	Medium	Project W is currently in progress and is on track.
Project X	124	IT Infrastructure Upgrade	Planned	John Doe	Jane Smith	Bob Johnson	\$1,600,000	2022-01-01	2022-12-31	12 Months	0%	High	High	Project X is planned for 2022 and is currently in the planning phase.
Project Y	125	Employee Performance Review	Completed	John Doe	Jane Smith	Bob Johnson	\$120,000	2020-10-01	2020-11-30	2 Months	100%	Low	Low	Project Y was completed successfully and improved employee performance.
Project Z	126	IT Security Training	In Progress	John Doe	Jane Smith	Bob Johnson	\$280,000	2021-01-01	2021-04-30	4 Months	85%	Low	Low	Project Z is currently in progress and is on track.
Project AA	127	Supply Chain Optimization	Planned	John Doe	Jane Smith	Bob Johnson	\$750,000	2022-01-01	2022-06-30	6 Months	0%	High	High	Project AA is planned for 2022 and is currently in the planning phase.
Project AB	128	Internal Audit	Completed	John Doe	Jane Smith	Bob Johnson	\$300,000	2020-11-01	2020-12-31	2 Months	100%	Low	Low	Project AB was completed successfully and improved internal audit.</

**IndianOil Skytanking Limited
Bangalore-Fuel Farm**

Figs in Rs.

Form F8(a): Format for providing asset-wise information of stakeholder contributions(ref: Section A1.5 of Appendix I)

NIL											
Details of User Contributions for the Assets: NIL											
S.N	Contribution Name	Asset Name	Extent of User Contribution approved for the project	Year of Approval	Tenure for User Contribution Collection	Accumulated Collection Estimated till the beginning of first Tariff Year *	Total Collection Proposed in Tariff Year 1	Total Collection Proposed in Tariff Year 2	Total Collection Proposed in Tariff Year 3	Total Collection Proposed in Tariff Year 4	Total Collection Proposed in Tariff Year 5
1											
2											
3											
4											
5											

*Projected Values to be provided

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IndianOil Skytanking Limited
Bangalore-Fuel Farm

Form F8(b): Format for providing proposed exclusions from RAB(ref: Section A1.5 of Appendix I)

Details of Proposed excluded Assets from RAB-NIL - ALL ASSETS INCLUDED					
S.N	Asset Name	Book Value	Accumulated Depreciation	Justification for exclusion	Any Land associated with asset
1					If yes, details of land
2					
3					
4					
5					

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IndianOil Skytanking Pvt.Limited
Bangalore-Fuel Farm

WORKINGS FOR ASSET AND DEPRECIATION

Figs in Rs.

Form F9: Formats for Forecast and Actual Roll-forward RAB (ref:Section A1.5 of Appendix I)

		Forecast for the Control Period							
		2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21	
A	Opening RAB	94,35,13,097.05	86,91,66,584.27	81,73,58,428.95	1,08,86,51,263.77	1,16,71,55,641.94	1,06,32,68,224.40	1,91,96,04,038.31	
	Land & Building	4,81,07,176.81	4,47,44,236.34	6,06,75,367.12	8,75,90,535.23	8,08,18,203.34	7,40,45,871.45	6,72,73,539.56	
	Plant and Machinery-FF & HS	88,97,32,899.32	82,03,50,577.73	75,26,27,131.30	96,51,45,086.36	1,06,20,19,059.38	97,62,58,738.55	1,84,56,11,603.72	
	Plant and Machinery-IPS								
	Computers	11,80,738.46	8,38,152.18	8,23,648.75	5,29,616.67	4,48,100.96	3,84,873.25	3,41,043.28	
	Office Equipments	10,89,368.99	8,51,772.38	7,86,686.58	26,93,597.72	21,20,863.64	16,05,964.92	10,91,066.20	
	Vehicles	21,13,214.80	13,43,926.84	15,84,176.39	51,57,935.64	45,87,133.47	40,16,331.30	34,45,529.13	
B	Furniture and Fittings	12,33,889.39	9,96,052.29	8,33,495.07	5,87,177.85	3,62,242.95	2,89,740.07	2,41,218.22	
	Computer Software	55,809.28	41,866.51	27,923.74	2,69,47,314.30	1,68,00,038.20	66,66,704.86	16,00,038.20	
	Additions-WIP Cap.	-	2,37,79,052.01	36,61,64,161.00	20,22,00,000.00	2,00,00,000.00	1,00,00,00,000.00	-	
	Land & Building		2,01,30,546.00	3,25,00,000.00					
	Plant and Machinery-FF & HS		20,49,787.01	29,46,64,161.00	20,22,00,000.00	2,00,00,000.00	1,00,00,00,000.00		
	Plant and Machinery-IPS								
	Computers		4,42,255.00						
C	Office Equipments		99,090.00	25,00,000.00					
	Vehicles		9,73,614.00	45,00,000.00					
	Furniture and Fittings		83,760.00						
	Computer Software			3,20,00,000.00					
	Disposals/Transfers	-	-	-	-	-	-	-	
	Land & Building								
	Plant and Machinery-FF & HS								
	Plant and Machinery-IPS								
	Computers								
	Office Equipments								
	Vehicles								
	Furniture and Fittings								
	Computer Software								

IndianOil Skytanking Limited
Bangalore-Fuel Farm

Figs in Rs.

Form F10(a): Capital Projects Completed before Review for Roll-forward of RAB(ref: Section A1.5 of Appendix I)

NIL

Project Details																		
S.N	Project Name	Project Type	Comm.Date	2016-17			2017-18			2018-19			2019-20			2020-21		
				Capex	Com.	Cdate	WIP	Capex	Com.	Cdate	WIP	Capex	Com.	Cdate	WIP	Capex	Com.	Cdate
1																		
2																		
3																		
4																		
Project Details																		
S.N	Project Name	Project Type	Comm.Date	2016-17			2017-18			2018-19			2019-20			2020-21		
				Capex	Com.	Cdate	WIP	Capex	Com.	Cdate	WIP	Capex	Com.	Cdate	WIP	Capex	Com.	Cdate
1																		
2																		
3																		
4																		

Legend	
Project Name	Project Name should be a unique name or a primary key assigned to a Capex Project
Project Type	Type of the Project and the asset class to which the Capex Project belongs
Comm.Date	Date on which the Capital Project was commenced
Capex	Year-Wise Capex incurred on the Project excluding any Capital receipts like Grants, User Contributions etc.,
WIP	Work in Progress at the end of every Tariff Year
Com.	Commissioning in a particular Tariff year
Cdate	Date of Commissioning in a particular Tariff Year

*Fields in italics are indicative only

Form F10(b): Capital Expenditure Projected Plan 10 Year Master (ref Section A1.5 of Appendix I)

[illegible]

- Projected values to be provided
- Fields in *italics* are indicative only

IndianOil Skytanking Limited
Bangalore-Fuel Farm

Form F10 (C) - Year-wise Capital Expenditure Financing Plans for next 10 years (ref: Section A15 of Appendix 0)
NO ADDITIONAL FINANCING IS PLANNED DURING THIS PERIOD
Note: Information to be provided for 10 year period for all projects whether spilling into the period or starting during the period

Project Details		2016-17				2017-18				2018-19				2019-20				2020-21				2021-22				2022-23				2023-24			
S.N	Total Capex Planned	Internal Accrual	Equity Infused	User Contributions	Total Debt	Internal Accrual	Equity Infused	User Contributions	Total Debt	Internal Accrual	Equity Infused	User Contributions	Total Debt	Internal Accrual	Equity Infused	User Contributions	Total Debt	Internal Accrual	Equity Infused	User Contributions	Total Debt	Internal Accrual	Equity Infused	User Contributions	Total Debt	Internal Accrual	Equity Infused	User Contributions	Total Debt	Internal Accrual	Equity Infused	User Contributions	Total Debt

Legend	
Total Capex	Total Capex planned indicates the total forecasted capex for all assets during the next 10 years
Internal Accrual	Internal Accrual (from free reserves and surplus) in the year
Equity Infused	Equity infusion planned during the year
User Contributions	Representing Development Fees/User Contributions/Capital Grants/Subsidies etc. planned during the year for the Capital Project.
Total Debt	Total Debt planned for funding capex during the year

IndianOil Skytanking Limited
Bangalore-Fuel Farm

Figs in Rs.

Form F10(d): Summary statement of Expenses Capitalised (ref: Section AI.5of Appendix I)										
NIL										
Sl. No.	Particulars	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21		
A	Interest and Finance Charges Capitalised									
B	Cost of Raising Finance and Bank Charges									
C	Other Expenses Capitalised									
	Employee Expenses									
	Administrative and General Expenses									
	Utilities and Outsourcing Expenses									
	Any other expenses being Capitalised									
D	Total Expenses being Capitalised (A+B+C)									

*Projected values to be provided
Information for the last financial year for which audited accounts are available

IndianOil Skytanking Limited
Bangalore-Fuel Farm

Figs in Rs.

Form F10(e): Additional Capital Projects Summary (ref: Section AI.5 of Appendix I)

NIL

		Forecast WIP Assets							
	Opening WIP Assets	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21		
E	Building								
	Plant and Machinery								
	Electrical Installation								
	Furniture and Fittings								
F	Additions-New WIP								
	Building								
	Plant and Machinery								
	Electrical Installation								
	Furniture and Fittings								
G	WIP Capitalisation								
	Building								
	Plant and Machinery								
	Electrical Installation								
	Furniture and Fittings								
H	Closing WIP Assets								
	Building								
	Plant and Machinery								
	Electrical Installation								
	Furniture and Fittings								

* Fields in italics are indicative only

IndianOil Skytanking Limited
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Figs in Rs.

Form F11(a): Employee Strength (ref: Section AI.5 of Appendix I)										
S.N	Particulars-with detailed breakup	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21		
A	Department-wise Full-Time Employees									
	Operations	13	13	13	13	13	13	13		
	Maintenance	2	2	2	2	2	2	2		
	Administration	12	12	12	12	12	12	12		
	Total	27	27	27	27	27	27	27		
B	Department-wise-Part-Time/Contractual Employees									

*Projected values to be provided

Information for the last financial year for which audited accounts are available

*Fields in italics are indicative only

IndianOil Skytanking Limited
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Figs in Rs.

Form F11(b): Payroll Related Expenditure and Provisions (ref: Section AI.5 of Appendix I)

S.N	Particulars-with detailed breakup	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21
A	Salaries and Allowances	1,66,18,128	1,83,65,508	2,22,97,790	2,49,73,525	2,79,70,348	3,13,26,789	3,50,86,004
B	Staff Welfare	23,52,095	32,60,629	36,51,905	40,90,133	45,80,949	51,30,663	57,46,343
C								
D								
E								
F							
1	Grand Total	1,89,70,223	2,16,26,137	2,59,49,695	2,90,63,658	3,25,51,297	3,64,57,453	4,08,32,347
2	Employee expenses capitalised							
3	Net Employee expenses (1)-(2)	1,89,70,223	2,16,26,137	2,59,49,695	2,90,63,658	3,25,51,297	3,64,57,453	4,08,32,347

*Projected values to be provided

Information for the last financial year for which audited accounts are available

*Fields in italics are indicative only

IndianOil Skytanking Limited
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Form F11 (c) : Administration and General Expenditure (ref: Section A1.5 of Appendix I)

Figs in Rs.

S.N	Particulars-with detailed breakup	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21
A	Administration Charges							
	Director's Sitting Fees							
	Rates and Taxes							
	Rent/License							
	Rates and Taxes	22,30,345	12,14,555	12,79,290	13,47,477	14,19,297	14,94,946	15,74,626
	Communication Expenses	12,51,543	13,69,429	14,42,420	15,19,301	16,00,280	16,85,575	17,75,416
	Travelling and Conveyance	17,07,395	14,98,099	15,77,947	16,62,052	17,50,639	18,43,948	19,42,231
	Advertisement & Marketing							
	Office Maintenance							
	Printing and Stationery	5,75,680	4,88,807	5,14,860	5,42,302	5,71,207	6,01,652	6,33,720
	Allocated Overhead Expenses(Provide details)							
B	Legal Charges/Auditor's Fees							
	Auditor's Fees	3,03,460	4,53,521	4,77,694	5,03,155	5,29,973	5,58,221	5,87,974
	Legal Charges							
C	Consultancy/Advisory Expenses							
	Consultancy Charges		70,00,000	50,00,000	52,50,000	55,12,500	57,88,125	60,77,531
	Technical Fees							
	Other Professional Charges	5,52,972	8,86,964	9,34,239	9,84,034	10,36,483	10,91,728	11,49,917
D	Other Charges							
	Land Lease							
	Insurance Costs	18,82,770	22,07,673	24,28,441	26,71,285	29,38,413	32,32,255	35,55,480
	During Construction period							
	During Operation Period							
	Event Management/Inauguration Expenses							
	Consumption of Stores	9,53,918	39,07,749	6,43,98,524	2,02,33,457	2,15,32,715	2,29,23,306	2,44,12,304
	Entertainment expenses							
	Security Charges	24,88,702	27,36,701	43,25,105	48,44,118	54,25,412	60,76,462	68,05,637
	Recruitment and Training Charges							
	Bank Charges							
	Miscellaneous Expenses	19,85,124	35,72,192	38,57,967	40,63,597	42,80,187	45,08,321	47,48,614
	Interest on short term loans							
E	Grand Total	1,39,31,909	2,53,35,691	8,62,36,489	4,36,20,777	4,65,97,107	4,98,04,537	5,32,63,450
F	Administration&General Expenses Capitalised							
G	Net A&G expenses(E)-(F)	1,39,31,909	2,53,35,691	8,62,36,489	4,36,20,777	4,65,97,107	4,98,04,537	5,32,63,450

*Projected values to be provided

Information for the last financial year for which audited accounts are available

*Fields in italics are indicative only

IndianOil Skytanking Limited
Bangalore-Fuel Farm

Figs in Rs.

Form F11 (d) : Repair and Maintenance Expenditure (ref: Section AI.5 of Appendix I)

S.N	Particulars-with detailed breakup	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21
A	Office Equipment & Systems	3,39,500	3,45,984	3,81,724	4,21,156	4,64,662	5,12,661	5,65,619
B	Buildings	6,299	10,157	11,207	37,12,364	35,44,201	39,10,317	43,14,253
C	Vehicle	2,59,543	3,61,684	3,99,046	4,40,267	4,85,747	5,35,925	5,91,286
D	Fuel Farm	49,68,830	78,16,299	2,87,33,722	3,17,01,916	3,49,76,724	3,85,89,819	4,25,76,148
E	Electrical, Gardening etc.	4,48,508	2,28,905	2,52,551	2,78,640	3,07,423	3,39,180	3,74,217
	Grand Total	60,22,680	87,63,029	2,97,78,250	3,65,54,344	3,97,78,757	4,38,87,903	4,84,21,523

* Projected values to be provided

Information for the last financial year for which audited accounts are available

* Fields in italics are indicative only

IndianOil Skytanking Limited
Bangalore-Fuel Farm

Figs in Rs.

Form F11 (e) : Utilities and Outsourcing Expenditure (ref: Section A1.5 of Appendix I)

S.N	Particulars-with detailed breakup	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21
A	Utilities Costs							
	Power Charges							
	Units Consumed							
	Effective unit Rate							
	Power Costs							
	Water Charges							
	Units Consumed							
	Effective unit Rate							
	Power Costs	1,22,17,462	1,28,96,311	1,39,70,573	1,51,34,322	1,63,95,011	1,77,60,716	1,92,40,183
	Other - Diesel	4,18,500	3,32,351	3,60,035	3,90,026	4,22,516	4,57,711	4,95,839
B	Department-wise Outsourcing Costs							
	Airfield Services & Facilities							
	Terminals							
	Maintenance							
	Cleaning							
1	Grand Total	1,26,35,962	1,32,28,661	1,43,30,609	1,55,24,349	1,68,17,527	1,82,18,427	1,97,36,022
2	Utilities and Outsourcing Costs Capitalised							
3	Net Utilities and Outsourcing Expenses (1)-(2)	1,26,35,962	1,32,28,661	1,43,30,609	1,55,24,349	1,68,17,527	1,82,18,427	1,97,36,022

*Projected values to be provided

Information for the last financial year for which audited accounts are available

*Fields in italics are indicative only

IndianOil Skytanking Limited
Bangalore-Fuel Farm

Figs in Rs.

Form F11 (f) :Other Outflows (ref: Section AI.5 of Appendix I)								
S.N	Particulars	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21
A	Airport Operator Fee	57,09,13,730.00	61,68,46,926.67	62,30,15,395.93	62,92,45,549.89	63,55,38,005.39	64,18,93,385.45	64,83,12,319.30
B	License Fee)							
C	Facility Cost to Concessionaire)							
D	Operating Cost to Concessionaire)							
1	Grand Total	57,09,13,730.00	61,68,46,926.67	62,30,15,395.93	62,92,45,549.89	63,55,38,005.39	64,18,93,385.45	64,83,12,319.30

*Projected values to be provided
Information for the last financial year for which audited accounts are available

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IndianOil Skytanking Limited
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Form F11(g): Current Assets and Liabilities(ref: Section A1.5 of Appendix I) Figs in Rs.

Sl No.	Particulars	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21
A	Current Assets, Loans and Advances							
	Sundry Debtors	66883052.50	72264166.67	82718382.78	83545566.61	84381022.27	85224832.49	86077080.82
	Cash and Bank Balances	12495250.31	31936310.24	202917070.15	21266525.94	111972581.58	90235964.63	75444279.57
	Inventories	190783.56	781549.87	859704.85	945675.34	1040242.87	1144267.16	1258693.88
	Other Current Assets							
	Total of "A"	79569086.37	104982026.78	286495157.79	105757767.89	197393846.73	176605064.28	162780054.27
B	Current liabilities and provisions							
I	Current Liabilities							
	Sundry Creditors	42635239.97	46972633.24	53377427.30	51644429.97	52827581.73	54127514.02	55518196.02
	Liabilities towards Suppliers							
	Advances from Customers							
	Other liabilities							
	Provisions	158824570.41	158824570.41	158824570.41	158824570.41	158824570.41	158824570.41	158824570.41
	TOTAL OF "B" (I+II)	20,14,59,810	20,57,97,204	21,22,01,998	21,04,69,000	21,16,52,152	21,29,52,084	21,43,42,766
C	Net Current Assets(=A-B)	-12,18,90,724	-10,08,15,177	7,42,93,160	-10,47,11,232	-1,42,58,305	-3,63,47,020	-5,15,62,712

* Projected values to be provided

#Information for the last financial year for which audited accounts are available

IndianOil Skytanking Limited
Bangalore-Fuel Farm

Figs in Rs.

Form F12(a): Historical and Projected Cargo Volumes in Tonnes(ref: Section A1.6 of Appendix I)

N/A

Year	Domestic						International					
	Loaded			Unloaded			Loaded			Unloaded		
	General	Perishable	Valuable	Other	General	Perishable	General	Perishable	Valuable	Other	General	Perishable
2003-04												
2004-05												
2005-06												
2006-07												
2007-08												
2008-09												
2009-10												
2010-11												
2011-12												
2012-13												
2013-14												
2014-15												
2015-16												
2016-17												
2017-18												
2018-19												
2019-20												
2020-21												

*Fields in italics are indicative only
 Applicable for forecasted years only

IndianOil Skytanking Limited
Bangalore-Fuel Farm

Form F12(b): Historical Aircraft Movements (ref : Section A1.6 of Appendix I)		
N/A		
Year	Domestic (Landing)	International(Landing)
2008-09		
2009-10		
2010-11		
2011-12		
2012-13		
2013-14		
2014-15		
2015-16		

Projected values to be provided

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IndianOil Skytanking Limited
Bangalore-Fuel Farm

Form F12(c): Projected Aircraft Movements (ref: Section A1.6 of Appendix I)							
N/A							
Year	Domestic (Landing)			International (Landing)			Forecast Error Correction band
	Optimistic	Most Likely	Conservative	Optimistic	Most Likely	Conservative	
2012-13							
2013-14							
2014-15							
2015-16							
2016-17							
2017-18							
2018-19							
2019-20							
2020-21							
2021-22							

IndianOil Skytanking Limited
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Form F12(d): Historical and Projected fuel throughput in kilolitres (ref : Section AI.6 of Appendix I)

Year	Domestic Flights	International Flights	Total	Forecast Error Correction Band
2003-04				
2004-05				
2005-06				
2006-07				
2007-08				
2008-09	1,64,382.589	1,75,871.353	3,40,253.942	
2009-10	1,89,074.731	2,08,580.723	3,97,655.454	
2010-11	2,09,819.149	2,08,001.827	4,17,820.976	
2011-12	2,27,054.385	2,50,042.528	4,77,096.913	
2012-13	2,06,544.494	2,61,244.756	4,67,789.250	
2013-14	2,16,854.061	2,67,022.309	4,83,876.370	
2014-15	2,80,079.251	2,54,984.749	5,35,064.000	
2015-16	3,02,613.424	2,75,499.909	5,78,113.333	
2016-17	3,02,468.896	3,27,674.637	6,30,143.533	
2017-18	3,29,691.097	3,57,165.355	6,86,856.451	
2018-19	3,59,363.295	3,89,310.237	7,48,673.532	
2019-20	3,91,705.992	4,24,348.158	8,16,054.150	
2020-21	4,26,959.531	4,62,539.492	8,89,499.023	

* Fields in italics are indicative only
Applicable for forecasted years only

IndianOil Skytanking Limited
Bangalore-Fuel Farm

Form F13(a): Historical Tariff(s) and Revenue from Regulated Service (ref. Section AI.7 of Appendix I)									
N/A									
Figs in Rs.									
Sl No.	Particulars	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21	
A	Revenue from Regulated Services	802596630.00	867170000.00	992620593.33	1002546799.27	1012572267.26	1022697989.93	1032924969.83	Revenues

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IndianOil Skytanking Limited
Bangalore-Fuel Farm

Figs in Rs.

Form F13(b): Historical and Projected Revenues from services other than Regulated Services (ref: Section A1.7 of Appendix I)								
NIL								
S.N	Particulars	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21
A	Revenue from services other than Regulated Services							
1	Revenue from							
2	Revenue from							
3	Revenue from							
B	Other Revenues							
1	Revenues from Interest Income							
2	Revenue from Any Other Sources (Please Specify)							
	Total Revenues	-	-	-	-	-	-	-

*Projected values to be provided

#Fields in italics are indicative only

^Information for the last financial year for which audited accounts are available

IndianOil Skytanking Limited
Bangalore-Fuel Farm

Figs in Rs.

<i>Form F14(a): Annual Tariff Proposal for Tariff Year t - Format for providing information on EMAY(ref: Section A1.8 of AppendixI)</i>	
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S.N	Particulars	For Tariff Year 2016-17	2017-18	2018-19	2019-20	2020-21
1	Yield per unit	1,700.91	1,836.99	1,983.95	2,142.66	2,314.08
2	Error Correction term (from year t-2)					
3	Estimated Maximum Allowed Yield (EMAY)	1,700.91	1,836.99	1,983.95	2,142.66	2,314.08

IndianOil Skytanking Limited
Bangalore-Fuel Farm

Form F14 (b): Annual Tariff Proposal for Tariff Year t - Format for providing information on Tariff(s) (ref: Section A1.8 of Appendix I)					
Tariff Heading	Conditions of Tariff	Applicable Discount/Surcharge	Estimated units	Estimated Revenues-Rs.	
April to March					
Tariff 1 -Aviation Fuel-2016-17	1,700.91		5,83,894.47	99,31,54,585.66	
Tariff 2 -Aviation Fuel-2017-18	1,836.99		5,89,733.41	1,08,33,33,022.04	
Tariff 3 -Aviation Fuel-2018-19	1,983.95		5,95,630.75	1,18,16,99,660.44	
Tariff 4 -Aviation Fuel-2018-20	2,142.66		6,01,587.05	1,28,89,97,989.61	
Tariff 5 -Aviation Fuel-2018-21	2,314.08		6,07,602.92	1,40,60,39,007.06	
...					

* The Service Provider must demonstrate that the Tariff(s) as proposed will ultimately result in a revenue equal to or less than ARR or EMAY, as the case may be
Fields in italics are indicative only

IndianOil Skytanking Limited
Bangalore-Fuel Farm

Figs in Rs.

Form F15: Annual Compliance Statement (ref: Section A1.9 of Appendix I)

S.N	Particulars	2014-15	2015-16	Actuals for the Tariff Year under consideration-2016-17	2017-18	2018-19	2019-20	2020-21
1	Yield Per unit			1,700.91	1,836.99	1,983.95	2,142.66	2,314.08
	Actual WPI during the year							
2	Actual Maximum Allowed Yield per unit			1,700.91	1,836.99	1,983.95	2,142.66	2,314.08
	Security Operating Cost Correction term							
	Other Mandated Operating Cost Correction term							
	Statutory Cost Operating Correction term							
	Forecast Error Correction term							
	Recovery Error Correction term							
3	Actual Yield per unit	1500.00	1500.00	1700.00	1700.00	1700.00	1700.00	1700.00
	Revenues subject to yield cap	80,25,96,630.00	86,71,70,000.00	99,26,20,593.33	1,00,25,46,799.27	1,01,25,72,267.26	1,02,26,97,989.93	1,03,29,24,969.83
	Volumes	535064.42	578113.3333	5,83,894.47	5,89,733.41	5,95,630.75	6,01,587.05	6,07,602.92
4	Over recovery of allowed yield-Error Correction							

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Form E16: Performance Report for the Tariff Year (ref: Section A1.9 of Appendix I)
Figs in Rs.

	2014-15	2015-16	Actual for the Tariff Year under consideration- 2016-17	2017-18	2018-19	2019-20	2020-21
Total Revenue from Regulated Services(1)	80,25,96,630.00	86,71,70,000.00	99,26,20,593.33	1,00,25,46,799.27	1,01,25,72,267.26	1,02,26,97,989.93	1,03,29,24,969.83
Total Revenue from Services other than Regulated Services(2)							
Operating Expenditure(3)	62,24,74,503.54	68,58,00,445.33	77,93,10,438.56	75,40,08,677.51	77,12,82,693.21	79,02,61,704.67	81,05,65,661.85
Depreciation(4)	7,43,46,512.78	7,55,87,207.33	9,48,71,326.18	12,36,95,621.83	12,38,87,417.54	14,36,64,186.10	21,75,54,578.64
Total Expenditure (3)+(4)=(5)	69,68,21,016.32	76,13,87,652.66	87,41,81,764.74	87,77,04,299.34	89,51,70,110.75	93,39,25,890.77	1,02,81,20,240.48
Regulatory Operating Profit(1)-(2)-(5)=(6)	10,57,75,613.68	10,57,82,347.34	11,84,38,828.60	12,48,42,499.93	11,74,02,156.51	8,87,72,099.16	48,04,729.35
Capital Expenditure(7)	-	2,37,79,052.01	36,61,64,161.00	20,22,00,000.00	2,00,00,000.00	1,00,00,000.00	-
Opening RAB (8)	94,35,13,097.05	86,91,66,584.27	81,73,58,428.95	1,08,86,51,263.77	1,16,71,55,641.94	1,06,32,68,224.40	1,91,96,04,038.31
Disposals/Transfers(9)							
Closing RAB(8)+(7)-(9)=(10)	94,35,13,097.05	89,29,45,636.28	1,18,35,22,589.95	1,29,08,51,263.77	1,18,71,55,641.94	2,06,32,68,224.40	1,91,96,04,038.31
Average RAB (8)+(10) /2=(11)	94,35,13,097.05	88,10,56,110.27	1,00,04,40,509.45	1,18,97,51,263.77	1,17,71,55,641.94	1,56,32,68,224.40	1,91,96,04,038.31
Return on Average RAB (6) / (11)	0.11	0.12	0.12	0.10	0.10	0.06	0.00
Total Volume (Cargo/Fuel throughput /ATM) (12)	5,35,064.42	5,78,113.33	5,83,894.47	5,89,733.41	5,95,630.75	6,01,587.05	6,07,602.92
Actual Yield per unit (12/1)	1,500.00	1,500.00	1,700.00	1,700.00	1,700.00	1,700.00	1,700.00

#Fields in italics are only required for Service Provider deemed "Material" and "Non-Competitive".

IndianOil Skytanking Limited
Bangalore-Fuel Farm

Figs In Rs.

<i>Form F17: Revenues from Regulated Services recovered during the Tariff Year (ref:Section A1.9 of Appendix I)</i>									
	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21		
<i>Bangalore-Fuel Farm</i>									
	80,25,96,630.00	86,71,70,000.00	99,26,20,593.33	1,00,25,46,799.27	1,01,25,72,267.26	1,02,26,97,989.93	1,03,29,24,969.83		
Total Revenues from Tariff(s) for Regulated Services	80,25,96,630.00	86,71,70,000.00	99,26,20,593.33	1,00,25,46,799.27	1,01,25,72,267.26	1,02,26,97,989.93	1,03,29,24,969.83		

Fields in italics are indicative only

IndianOil Skytanking Limited
Bangalore-Fuel Farm

Figs in Rs.

Form F18: Revenue from Services other than Regulated Services recovered during the Tariff Year (ref: Section AI.9 of Appendix I)									
N/A									
	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21		
Revenue from services other than Regulated Services heading #1									
Revenue from services other than Regulated Services heading #2									
Revenue from services other than Regulated Services heading #3									
Revenue from services other than Regulated Services not identified in the Multi Year Tariff Order									
Total Revenues from Services other than Regulated Services									

Fields in italics are indicative only

IndianOil Skytanking Limited
Bangalore-Fuel Farm

Figs in Rs.

Form F19: Operating Expenditure incurred during the Tariff Year (ref:Section A1.9 of Appendix I)

	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21
Payroll costs	1,89,70,223.00	2,16,26,137.33	2,59,49,694.81	2,90,63,658.19	3,25,51,297.17	3,64,57,452.83	4,08,32,347.17
Administrative and General Costs	1,39,31,908.54	2,53,35,690.67	8,62,36,488.72	4,36,20,777.37	4,65,97,106.67	4,98,04,536.82	5,32,63,450.49
Repairs and Maintenance Costs	60,22,680.00	87,63,029.33	2,97,78,250.26	3,65,54,343.52	3,97,78,757.20	4,38,87,902.82	4,84,21,523.18
Utility Costs	1,26,35,962.00	1,32,28,661.33	1,43,30,608.82	1,55,24,348.54	1,68,17,526.77	1,82,18,426.75	1,97,36,021.70
Airport Operator Fees	57,09,13,730.00	61,68,46,926.67	62,30,15,395.93	62,92,45,549.89	63,55,38,005.39	64,18,93,385.45	64,83,12,319.30
Operating expenditure not identified							
Total operating expenditure	62,24,74,503.54	68,58,00,445.33	77,93,10,438.56	75,40,08,677.51	77,12,82,693.21	79,02,61,704.67	81,05,65,661.85

Fields in italics are indicative only

IndianOil Skytanking Limited
Bangalore-Fuel Farm

Form F20: P&L Reconciliation Statement for the Tariff Year (ref: Section A1.9 of Appendix I)

Figs in Rs.

S.N.	Particulars	2014-15	2015-16	Actual for the Tariff Year under consideration	2017-18	2018-19	2019-20	2020-21
1	Revenue	80,25,96,630	86,71,70,000	99,26,20,593	1,00,25,46,799	1,01,25,72,267	1,02,26,97,990	1,03,29,24,970
	Revenue from Regulated Services	80,25,96,630	86,71,70,000	99,26,20,593	1,00,25,46,799	1,01,25,72,267	1,02,26,97,990	1,03,29,24,970
2	Operating expenditure	62,24,74,504	68,58,00,445	77,93,10,439	75,40,08,678	77,12,82,693	79,02,61,705	81,05,65,662
	Payroll Costs	1,89,70,223	2,16,26,137	2,59,49,695	2,90,63,658	3,25,51,297	3,64,57,453	4,08,32,347
	Administrative and General Costs	1,39,31,909	2,53,35,691	8,62,36,489	4,36,20,777	4,65,97,107	4,98,04,537	5,32,63,450
	Utilities and Outsourcing Costs	1,26,35,962	1,32,28,661	1,43,30,609	1,55,24,349	1,68,17,527	1,82,18,427	1,97,36,022
	Concession Fees	57,09,13,730	61,68,46,927	62,30,15,396	62,92,45,550	63,55,38,005	64,18,93,385	64,83,12,319
	Repair and Maintenance Costs	60,22,680	87,63,029	2,97,78,250	3,65,54,344	3,97,78,757	4,38,87,903	4,84,21,523
3	Profit before depreciation, interest and taxation (PBDIT)	18,01,22,126	18,13,69,555	21,33,10,155	24,85,38,122	24,12,89,574	23,24,36,285	22,23,59,308
	Depreciation and Amortisation	7,43,46,513	7,55,87,207	9,48,71,326	12,36,95,622	12,38,87,418	14,36,64,186	21,75,54,579
4	Profit before interest and taxation (PBIT)	10,57,75,614	10,57,82,347	11,84,38,829	12,48,42,500	11,74,02,157	8,87,72,099	48,04,729
	Total interest and finance charges	3,26,40,098	1,82,24,700	6,63,66,326	4,94,37,500	4,23,75,000	10,45,25,000	8,75,75,000
5	Profit/loss before tax	7,31,35,516	8,75,57,647	5,20,72,502	7,54,05,000	7,50,27,157	-1,57,52,901	-8,27,70,271
	Provision for taxation	2,53,07,083	3,02,97,573	1,80,18,648	2,60,92,392	2,59,61,647	-	-
6	Profit/loss after taxation	4,78,28,433	5,72,60,074	3,40,53,854	4,93,12,608	4,90,65,510	-1,57,52,901	-8,27,70,271
7	Balance carried to Balance Sheet	4,78,28,433	5,72,60,074	3,40,53,854	4,93,12,608	4,90,65,510	-1,57,52,901	-8,27,70,271
	Adjustments to reconcile as per statutory accounts							
8	Operating profit as per statutory accounts	4,78,28,433	5,72,60,074	3,40,53,854	4,93,12,608	4,90,65,510	-1,57,52,901	-8,27,70,271

Fields in italics are indicative only

+ Applicable only for Service Provider deemed 'material' and 'non competitive'

IndianOil Skytanking Limited
Bangalore-Fuel Farm

Form F21: RAB Reconciliation Statement (ref: Section A1.9 of Appendix I) Figs in Rs.

S.N.	Particulars	2014-15	2015-16	Actual for the Tariff Year under consideration 2016-17	2017-18	2018-19	2019-20	2020-21
1	Net fixed assets as per the statutory accounts	86,91,66,584	81,73,58,429	1,08,86,51,264	1,16,71,55,642	1,06,32,68,224	1,91,96,04,038	1,70,20,49,460
2	Difference between net fixed assets and RAB							
3	Difference between depreciation in statutory accounts and allowed regulatory depreciation							
4	Intercompany transfers							
5	Revaluations in statutory accounts							
6	Reconciliation adjustment #1							
7	Reconciliation adjustment #2							
2	Closing RAB	86,91,66,584	81,73,58,429	1,08,86,51,264	1,16,71,55,642	1,06,32,68,224	1,91,96,04,038	1,70,20,49,460

Fields in italics are indicative only

+ Applicable only for Service Provider deemed 'material' and 'non competitive'

IndianOil Skytanking Limited
Bangalore--Fuel Farm

Sl. No.	Asset Head as per Balance Sheet	Total amount as per audited accounts- 31.03.2015	Figs in Rs. Lakhs		Basis /Justification of Allocation
			Total Amount allocated to Regulated Service	Total Amount allocated to Other than Regulated Service	
1	Building	447.44	447.44		
2	Plant & Machinery	8,209.80	8,203.50	Shifted to Bangalore-ITP	
3	Computers	11.84	8.38	Allocated to Mumbai ITP, Bangalore -Fuel Farm, Delhi-Fuel Farm & Delhi ITP	
4	Office Equipment	11.10	8.52	Allocated to Mumbai ITP, Bangalore -Fuel Farm & Delhi ITP	
5	Vehicles	42.70	13.44	Allocated to Mumbai ITP, Bangalore -Fuel Farm & Delhi ITP	
6	Furniture	19.91	9.96	Allocated to Mumbai ITP, Bangalore -Fuel Farm & Delhi ITP	
7	Computer Software	1.01	0.42	Allocated to Mumbai ITP, Bangalore -Fuel Farm & Delhi ITP	
	TOTAL	8,743.80	8,691.66		

IndianOil Skytanking Limited
Bangalore--Fuel Farm

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Sl. No.	Revenue Head as per Profit & Loss Account-2014-15	Total amount as per audited accounts	Total Amount allocated to Regulated Service	Total Amount allocated to Other than Regulated Service	Basis /Justification of Allocation
1	Total Expenses	32,061.27	6,224.74	Allocated to Mumbai ITP, Bangalore - ITP, Delhi-Fuel Farm & Delhi ITP	

IndianOil Skytanking Limited
Bangalore--Fuel Farm

Sl. No.	Revenue Head as per Profit & Loss Account-2014-15	Total amount as per audited accounts	Total Amount allocated to Regulated Service	Total Amount allocated to Other than Regulated Service	Figs in Rs. Lakhs	
					Basis	/Justification of Allocation
1	Sale of Fuel Farm Services	34,297.59	8,025.96	Allocated to Delhi-Fuel Farm		