

Date: 3 June 2019

Mr. Savanigra  
06/06/19  
Aerial  
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भारतीय विमानपत्तन आर्थिक विभाग के प्राप्तिकरण  
सफदरजांह एयरपोर्ट, नई दिल्ली-110003

प्राप्त  
प्रदर्शी नं. 1387  
तारीख 06/06/19

To,

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

Dear Sir / Ma'am,

**Sub: Submission of Multi-Year Tariff Proposal (MYTP) for FY 2019 – FY 2021 and Annual Tariff Proposal (ATP) for FY 2019-2020 & FY 2020-2021 for Celebi Airport Services India Private Limited (formerly Celebi Ground Handling Delhi Private Limited) for its Hyderabad station.**

- 1.1 As per directions in the Terms and Conditions for Determination of Tariff for Services Provided for Cargo Facility, Ground Handling and Supply of Fuel to the Aircraft Guidelines 2011 ('Guidelines') issued under Section 15 of The Airports Economic Regulatory Authority of India Act, 2008, please find enclosed the following:
  - 1.1.1 Multi Year Tariff Proposal ('MYTP') for the second control period starting 1 April 2016 and ending on 31 March 2021
  - 1.1.1.1 Annual Tariff Proposal ('ATP') for the fourth & last tariff year of the second control period i.e. FY 2019 – 2020 and FY 2020-2021 for Celebi Ground Handling Delhi Pvt. Ltd. its HYDERABAD station ('Celebi GH HYD').
- 1.2 As per Chapter 1, Section 3.1 & 3.2 of the Terms and Conditions for Determination of Tariff for Services Provided for Cargo Facility, Ground Handling and Supply of Fuel to the Aircraft Guidelines 2011, AERA would assess the materiality, competition and reasonableness of user agreements to decide on a regulated or light touch approach.
- 1.3 Since start of our business, Celebi GH HYD is competing with Air India SATS and Globe Ground India Pvt Ltd (GGI), for all forms of ground handling services at the Hyderabad Station. Therefore, the service is deemed "competitive" at the airport as per the provisions of Chapter 1 Section 5 of the Tariff Guidelines.
- 1.4 Celebi's operations, therefore will be "material and competitive" as per the provisions of Chapter 1, Section 3.2. ii and hence qualify to be regulated under the Light Touch Approach as described in Chapter 5 of the prescribed Tariff Guidelines.

On leave  
AUM (S)



- 1.5 While we request the Authority to regulate the business under Light Touch Approach, Celebi has used the **"Single - Till" regulatory approach** as per the Tariff Guidelines to determine the Aggregate Revenue Requirement (ARR) and yield for the second control period.
- 1.6 Considering that we are operating under the "Light Touch Approach", we request AERA to maintain complete confidentiality of the contents of the MYTP.

Thanking you,

Yours sincerely,

**For Celebi Airport Services India Pvt Ltd**

*(formerly known as Celebi Ground Handling Delhi Pvt Ltd.)*

  
**Cem Sensoz**  
**Chief Executive Officer**



## 2. Enclosures

| Form Number  | Description  |
|--|--|
| <b>Supporting documents for MYR FY 2017 - 18 (Forms and Celebi GH (OK &amp; Calculations))</b>   |  |
| 1 Form A   | Submission Letter for Multi - Year Tariff Proposal                           |
| 2 Form F1(a)   | Historical and proposed Aggregate Revenue Requirement                        |
| 3 Form F1(b)   | Competition assessment   |
| 4 Form F2  | Historical & projected balance sheet   |
| 5 Form F3  | Historical and projected profit & loss account                               |
| 6 Form F4  | Historical and projected cash flow statement                                 |
| 7 Form F5  | Cost of equity and post-tax FRoR forecast                                    |
| 8 Form F6(a)   | Loan master  |
| 9 Form F6(b)   | Summary statement of interest and finance charges                            |
| 10 Form F7   | Format for identifying initial Regulatory Asset Base                         |
| 11 Form F9   | Forecast and Actual Roll-forward RAB   |
| 12 Form F10(b)   | Forecast and Actual Roll Forward RAB   |
| 13 Form F10(c)   | Year wise capital expenditure financing plans for next 10 years              |
| 14 Form F10(d)   | Summary statement of expenses capitalised                                    |
| 15 Form F10e   | Additional capital projects summary  |
| 16 Form F11(a)   | Employee strength  |
| 17 Form F11(b)   | Payroll related expenditure and provisions                                   |
| 18 Form €(c)   | Administration and general expenditure                                       |
| 19 Form F11(d)   | Repair and maintenance expenditure   |
| 20 Form F11(e)   | Utilities and outsourcing expenditure  |
| 21 Form F11(f)   | Other outflows   |
| 22 Form F11(g)   | Current assets and liabilities   |
| 23 Form F12(a)   | Historical and projected flight numbers                                      |
| 24 Form F12(b)   | Historical aircraft movements  |
| 25 Form F12(c)   | Projected aircraft movements   |
| 26 Form F13(a)   | Historical tariffs and revenues from Regulated Services                      |
| 27 Form F13(b)   | Historical and projected revenues from services other than regulated service |
| 28 Form F16  | Performance report for the tariff year                                       |
| 29 Form 21   | Regulatory asset base reconciliation statement                               |
| 30 Annexure I  | Calculation of ARR   |
| 31 --  | Forecast RAB   |
| 32 --  | Yield per unit   |
| <b>Supporting documents for ATB FY 2018 - 2019 (Forms and Celebi GH (OK &amp; Calculations))</b> |  |
| 26 Form B  | Submission Letter for Annual Tariff Proposal                                 |
| 27 Form F14(b)   | Annual Tariff Proposal for tariff year 1 (FY 2016 - 17)                      |

A handwritten signature is placed over a circular stamp. The stamp contains the text "Celebi Airport Services India Pvt. Ltd. \*".

## BEFORE THE AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA AT NEW DELHI

## SUBMISSION OF MULTI YEAR TARIFF PROPOSAL FOR AND ON BEHALF OF:

M/s Celebi Airport Services India Pvt. Ltd  
International Cargo Terminal,  
Indira Gandhi International Airport,  
New Delhi – 110037

I, Cem Senoz, aged 48 years, resident of Villa No. 126B, ITC Laburnum, Block A, Sushant Lok Phase – I, Gurgaon acting in my official capacity as Chief Executive Officer in M/s Celebi Airport Services India Private Limited (formerly Celebi Ground Handling Delhi Private Limited) having its registered office at Room No. CE-01, Import Building 2, International Cargo Terminal, IGI Airport, New Delhi – 110037, India do hereby state and affirm as under that:

1. That I am duly authorized to act for and on behalf of M/s Celebi Airport Services India Pvt Ltd for the Hyderabad station, in the matter of making this submission before the Airports Economic Regulatory Authority of India, New Delhi ('the Authority');
2. I am competent to make this submission before the Authority;
3. I am making this submission in my official capacity and the facts stated herein are based on official records;
4. The contents of this submission which include (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 my knowledge and belief and nothing material has been concealed therefrom.

Signature



Place New Delhi

Date: 3 June 2019

Form B: (ref: Section A1. 8 of Appendix I)

BEFORE THE AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA

AT NEW DELHI

SUBMISSION OF PROPOSAL FOR DETERMINATION OF ANNUAL TARIFF FOR  
AND ON BEHALF OF:

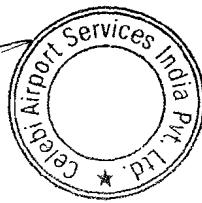
Celebi Airport Services India Private Limited (formerly Celebi Ground Handling Delhi  
Private Limited)

International Cargo Terminal,  
Indira Gandhi International Airport,  
New Delhi – 110037

I, Cem Sensoz, aged 48 years resident of Villa No. 126B, ITC Laburnum, Block A,  
Sushant Lok Phase – I, Gurgaon acting in my official capacity as Chief Executive  
Officer in Celebi Airport Services India Private Limited (formerly Celebi Ground Handling  
Delhi Private Limited) having its registered office at Room No. CE-01, Import Building  
2, International Cargo Terminal, IGI Airport, New Delhi – 110037 do hereby state and  
affirm as under that:

1. That I am duly authorized to act for and on behalf of Celebi Ground Handling Delhi  
Pvt. Ltd for the Hyderabad station, in the matter of making this submission before the  
Airports Economic Regulation Authority of India, New Delhi ('the Authority');
2. I am competent to make this submission before the Authority;
3. I am making this submission in my official capacity and the facts stated herein are  
based on official records;
- i. The contents of the Annual Tariff Proposal submission which include i) Estimated  
maximum allowed yield per passenger (where determined by the Authority); ii)  
Proposed detailed break-up of Tariff(s) (in context to Estimated Maximum Allowed  
yield per passenger where determined by the authority); iii) Justifications, are correct  
and true to my knowledge and belief and nothing material has been concealed there  
from.

Signature



Place New Delhi

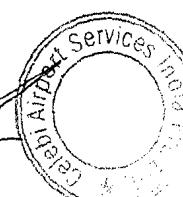
Date: 3 June 2019

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Form 1a Historical and proposed aggregate revenue requirement

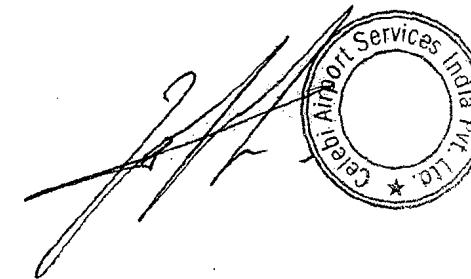
| Sl no. | Aggregate revenue requirement | last available audited year | Financial year before Tariff year | Tariff year 1 | Tariff year 2 | Tariff year 3 | Tariff year 4 | Tariff year 5 |
|--------|-------------------------------|-----------------------------|-----------------------------------|---------------|---------------|---------------|---------------|---------------|
|        |                               | 2014-15                     | 2015-16                           | 2016-17       | 2017-18       | 2018-19       | 2019-20       | 2020-21       |
| 1      | Aggregate revenue requirement | -                           | -                                 | -             | -             | -             | 242,624,446   | 337,376,919   |

  
Gwalior Airport Services India Private Limited

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Form 1b Competition Assessment ( Sec AL3)

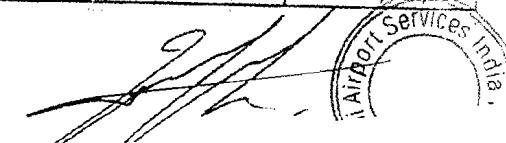
| Sl No. | Details of Competitive Facilities |
|--------|-----------------------------------|
| 1      | Air India SATS                    |
| 2      | Globe Ground India Pvt Ltd        |



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Annual & Projected Balance Sheet

| Sl. No. | Particulars                                  | 2014-15  | 2015-16  | 2016-17  | 2017-18  | 2018-19  | 2019-20            | 2020-21            |
|---------|--|----------|----------|----------|----------|----------|--------------------|--------------------|
| 1       | <b>SOURCES OF FUNDS</b>                      |          |          |          |          |          |                    |                    |
|         | A) Shareholders funds                        |          |          |          |          |          | 61,164,500         | 68,100,696         |
|         | a) Share Capital                             |          |          |          |          |          | 54,752,353         | 54,762,353         |
|         | a) Share Application Money                   |          |          |          |          |          |                    |                    |
|         | c) Reserves & Surplus                        |          |          |          |          |          |                    | 6,402,147          |
|         | d) Profit & Loss Account                     |          |          |          |          |          | 6,402,147          | 6,936,196          |
|         | B) Loan Funds                                |          |          |          |          |          | 150,596,470        | 92,411,470         |
|         | a) Secured Loans                             |          |          |          |          |          | 150,596,470        | 92,411,470         |
|         | b) Unsecured Loans                           |          |          |          |          |          |                    |                    |
|         | C) Capital Grants                            |          |          |          |          |          |                    |                    |
|         | D) Deferred tax Liability                    |          |          |          |          |          |                    |                    |
|         | <b>TOTAL SOURCES OF FUNDS</b>                | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>211,760,970</b> | <b>160,512,167</b> |
| 2       | <b>APPLICATION OF FUNDS</b>                  |          |          |          |          |          |                    |                    |
|         | A) Fixed Assets                              |          |          |          |          |          | 164,419,909        | 139,336,223        |
|         | a) Gross Block                               |          |          |          |          |          | 182,614,045        | 182,614,045        |
|         | b) Less: Accumulated depreciation            |          |          |          |          |          | 18,194,136         | 43,277,822         |
|         | c) Net Block                                 |          |          |          |          |          | 164,419,909        | 139,336,223        |
|         | d) Capital Work in progress                  |          |          |          |          |          |                    |                    |
|         | B) Investments                               |          |          |          |          |          |                    |                    |
|         | C) Deferred Tax Assets                       |          |          |          |          |          |                    |                    |
|         | D) Current Assets, Loans & Advances          |          |          |          |          |          | 44,800,873         | 49,089,440         |
|         | a) Sundry Debtors                            |          |          |          |          |          | 34,829,223         | 49,089,440         |
|         | c) Inventories                               |          |          |          |          |          |                    |                    |
|         | d) Other Current Assets                      |          |          |          |          |          | 9,971,650          |                    |
|         | e) Loans & Advances                          |          |          |          |          |          |                    |                    |
|         | <b>Current Liabilities &amp; Provisions:</b> |          |          |          |          |          |                    |                    |
|         | a) Liabilities                               |          |          |          |          |          | 16,506,850         | 23,925,335         |
|         | b) Provisions                                |          |          |          |          |          | 16,506,850         | 23,925,335         |
|         | <b>Net Current Assets</b>                    |          |          |          |          |          | 28,294,023         | 25,164,104         |
|         | E) Cash & Bank Balances                      |          |          |          |          |          | 19,047,038         | (3,988,161)        |
|         | F) Non Current Assets                        |          |          |          |          |          |                    |                    |
|         | <b>TOTAL APPLICATION OF FUNDS</b>            |          |          |          |          |          | <b>211,760,970</b> | <b>160,512,167</b> |

  
Aero Services India

Form F 3 Historical & Projected Profit & Loss Account

| S. No. | Particulars   | 2014-15 | 2015-16 | 2016-17 | 2017-18 | 2018-19 | 2019-20     | 2020-21     |
|--------|---|---------|---------|---------|---------|---------|-------------|-------------|
| 1      | Revenue   |         |         |         |         |         | 239,409,915 | 337,432,117 |
|        | Revenue from regulated services                           | -       | -       | -       | -       | -       | 239,409,915 | 337,432,117 |
|        | Revenue from other than regulated services                | -       | -       | -       | -       | -       | -           | -           |
| 2      | Operating Expenditure                                     |         |         |         |         |         | 200,833,344 | 251,091,576 |
|        | Payroll Costs   | -       | -       | -       | -       | -       | 79,029,180  | 141,987,128 |
|        | Administrative & General Costs                            | -       | -       | -       | -       | -       | 27,703,401  | 31,451,315  |
|        | Utilities & Outsourcing Costs                             | -       | -       | -       | -       | -       | 19,224,117  | 18,532,453  |
|        | Other outflows  | -       | -       | -       | -       | -       | 72,005,300  | 96,105,766  |
|        | Repair & Maintenance Costs                                | -       | -       | -       | -       | -       | 2,871,346   | 3,014,913   |
| 3      | Earning before depreciation, interest & taxation ( EBDIT) | -       | -       | -       | -       | -       | 38,576,571  | 46,340,541  |
|        | Depreciation and Amortisation                             | -       | -       | -       | -       | -       | 18,194,136  | 25,083,686  |
| 4      | Earning before interest & taxation ( EBIT)                | -       | -       | -       | -       | -       | 20,382,435  | 21,256,855  |
|        | Total Interest and Finance Charges                        | -       | -       | -       | -       | -       | 11,350,060  | 11,471,025  |
| 5      | Profit/Loss before tax                                    | -       | -       | -       | -       | -       | 9,032,375   | 9,785,830   |
|        | Provision for taxation & Deffered Tax Income/Expense      | -       | -       | -       | -       | -       | 2,630,228   | 2,849,634   |
| 6      | Profit/Loss after taxation                                | -       | -       | -       | -       | -       | 6,402,147   | 6,936,196   |
| 7      | Balance carried to balance sheet                          | -       | -       | -       | -       | -       | 6,402,147   | 6,936,196   |



CEBDI

Airport Services India

Pvt. Ltd. \*

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Form F 4 Historical & Projected Cash Flow Statement

| S. No. | Particulars   | 2014-15 | 2015-16 | 2016-17 | 2017-18 | 2018-19 | 2019-20       | 2020-21      |
|--------|---|---------|---------|---------|---------|---------|---------------|--------------|
| 1      | <b>Cash flow from Operating Activities</b>  |         |         |         |         |         |               |              |
|        | Net Profit before tax   |         |         |         |         |         | 9,032,375     | 9,785,830    |
|        | <b>Adjustment to reconcile net profit before tax to cash provided by operating activities</b> |         |         |         |         |         |               |              |
|        | Depreciation and Amortisation   |         |         |         |         |         | 18,194,136    | 25,083,686   |
|        | Loss/(Profit) on sale of fixed assets   |         |         |         |         |         |               |              |
|        | Interest & Finance Expenses ( net)  |         |         |         |         |         | 11,350,060    | 11,471,025   |
|        | Provisions  |         |         |         |         |         |               |              |
|        | Change in Deferred tax liability  |         |         |         |         |         |               |              |
|        | Other operating (income)  |         |         |         |         |         |               |              |
|        | <b>Operating Profit before Working Capital changes</b>  |         |         |         |         |         | 38,576,571    | 46,340,541   |
|        | <b>Adjustment for changes in Current Assets and Current Liabilities</b>                       |         |         |         |         |         |               |              |
|        | Decrease/(Increase) in Trade Receivables  |         |         |         |         |         | (34,829,223)  | (14,260,216) |
|        | Decrease/(Increase) in Inventories  |         |         |         |         |         |               |              |
|        | Loans and Advances  |         |         |         |         |         | (9,971,650)   | 9,971,650    |
|        | (Decrease)/Increase in Sundry Creditors   |         |         |         |         |         | 16,506,850    | 7,418,485    |
|        | Increase/(decrease) in other payables   |         |         |         |         |         |               |              |
|        | <b>Net change in working capital</b>  |         |         |         |         |         | 10,282,548    | 49,470,460   |
|        | Income Tax Paid   |         |         |         |         |         | (2,630,228)   | (2,849,634)  |
|        | <b>Net Cash flow from Operating Activities</b>  |         |         |         |         |         | 7,652,321     | 46,620,826   |
| 2      | <b>Cash flow from Investing Activities</b>  |         |         |         |         |         |               |              |
|        | Purchase of Fixed Assets  |         |         |         |         |         | (182,614,045) |              |
| 3      | <b>Cash flow from Financing Activities</b>  |         |         |         |         |         |               |              |
|        | Proceeds from issue of share capital  |         |         |         |         |         | 194,008,763   | (69,656,025) |
|        | Share Application Money   |         |         |         |         |         | 54,762,353    |              |
|        | Deposits  |         |         |         |         |         |               |              |
|        | Dividend Paid   |         |         |         |         |         |               |              |
|        | Unsecured Loans   |         |         |         |         |         |               |              |
|        | Long Term borrowings  |         |         |         |         |         | 150,595,470   | (58,185,000) |
|        | Short-term borrowings   |         |         |         |         |         |               |              |
|        | Interest Payment ( net)   |         |         |         |         |         | (11,350,060)  | (11,471,025) |
| 4      | <b>Net Change in Cash &amp; Cash Equivalents</b>  |         |         |         |         |         | 19,047,038    | (23,035,199) |
| 5      | <b>Cash &amp; Cash Equivalents at the beginning of</b>  |         |         |         |         |         |               | 19,047,038   |
| 6      | <b>Cash &amp; Cash Equivalents at the end of the pe</b>                                       |         |         |         |         |         |               | (3,988,161)  |

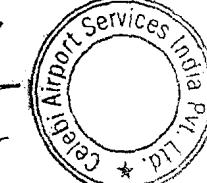
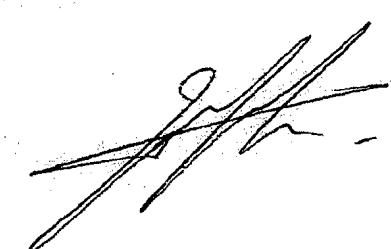
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Form F5

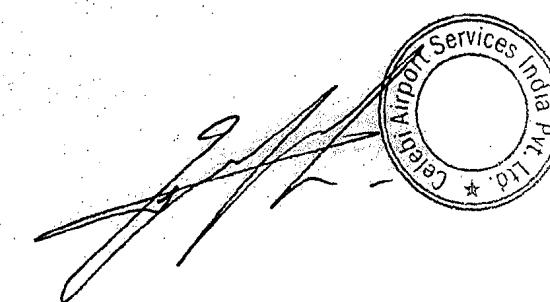
Cost of Equity and Post Tax FRoR Forecast

| Particulars             | 2016-17 |        |                | 2017-18 |        |                | 2018-19 |        |                | 2019-20 |        |                | 2020-21 |        |                |
|-------------------------|---------|--------|----------------|---------|--------|----------------|---------|--------|----------------|---------|--------|----------------|---------|--------|----------------|
|                         | Low     | High   | Point Estimate |
| Gearing                 | -       | -      | -              | -       | -      | -              | -       | -      | -              | 66.12%  | 76.12% | 71.12%         | 52.57%  | 62.57% | 57.57%         |
| Pre tax cost of debt    | -       | -      | -              | -       | -      | -              | -       | -      | -              | 9.50%   | 10.50% | 10.00%         | 9.50%   | 10.50% | 10.00%         |
| Risk free rate          | -       | -      | -              | -       | -      | -              | -       | -      | -              | 6.53%   | 7.53%  | 7.03%          | 6.53%   | 7.53%  | 7.03%          |
| Equity Risk Premium     | -       | -      | -              | -       | -      | -              | -       | -      | -              | -       | -      | -              | -       | -      | -              |
| Beta                    | -       | -      | -              | -       | -      | -              | -       | -      | -              | -       | -      | -              | -       | -      | -              |
| Post tax cost of equity | 15.50%  | 16.50% | 16.00%         | 15.50%  | 16.50% | 16.00%         | 15.50%  | 16.50% | 16.00%         | 15.50%  | 16.50% | 16.00%         | 15.50%  | 16.50% | 16.00%         |
| Post Tax FRoR           | 11.58%  | 12.58% | 12.08%         | 11.58%  | 12.58% | 12.08%         | 11.58%  | 12.58% | 12.08%         | 11.58%  | 12.58% | 12.08%         | 11.58%  | 12.58% | 12.08%         |



GAIL (Gangtok Airport Services India Pvt. Ltd.)

| Particulars   | 2014-15 | 2015-16 | 2016-17 | 2017-18 | 2018-19 | 2019-20      | 2020-21      |
|---|---------|---------|---------|---------|---------|--------------|--------------|
| <b>Secured Loan - At the beginning of the year</b>          | -       | -       | -       | -       | -       | -            | 133,483,235  |
| Disbursement  | -       | -       | -       | -       | -       | 164,287,058  | -            |
| Repayment during the year                                   | -       | -       | -       | -       | -       | (30,803,823) | (41,071,765) |
| Interest payment during the year                            | -       | -       | -       | -       | -       | 11,350,060   | 11,471,025   |
| Outstanding at the end of the year                          | -       | -       | -       | -       | -       | 133,483,235  | 92,411,470   |
| <b>Cash Credit facility - At the beginning of the year</b>  | -       | -       | -       | -       | -       | -            | -            |
| Disbursement  | -       | -       | -       | -       | -       | -            | -            |
| Repayment during the year                                   | -       | -       | -       | -       | -       | -            | -            |
| Interest payment during the year                            | -       | -       | -       | -       | -       | -            | -            |
| Outstanding at the end of the year                          | -       | -       | -       | -       | -       | -            | -            |
| <b>Unsecured Loan - At the beginning of the year</b>        | -       | -       | -       | -       | -       | -            | -            |
| Payment received during the year including interest accrued | -       | -       | -       | -       | -       | -            | -            |
| Repayment during the year                                   | -       | -       | -       | -       | -       | -            | -            |
| Interest payment during the year                            | -       | -       | -       | -       | -       | -            | -            |
| Outstanding at the end of the year                          | -       | -       | -       | -       | -       | -            | -            |



★ Cebu Airport Services India Pvt. Ltd.

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

| SR. NO. | Description   | Existing Loan   | Proposed Loan | Working Capital |
|---------|---|---|---------------|-----------------|
| 1       | Particulars   | Existing Secured Loan against hypothecation of the equipments |               |                 |
| 2       | Source  | ICICI Bank  |               |                 |
| 3       | Type of Loan (PS/WC)  | Term Loan   |               |                 |
| 4       | If PS, then indicate the Project/ Aportionment to a project | Debt: INR 16.45 crores<br>Equity: INR 5.49 crores             |               |                 |
| 5       | Total Loan Amount Sanctioned                                | INR 20.80 crores  |               |                 |
| 6       | Loan Tenure   | Last repayment date: 25.03.2023                               |               |                 |
| 7       | Interest Type (Fixed/ Floating)                             | Floating  |               |                 |
| 8       | If Fixed interest, rate of Interest %                       | 9.20 % p.a.   |               |                 |
| 9       | Base Rate, if Floating Interest                             | 0.80 % p.a.   |               |                 |
| 10      | Margin, if floating Interest                                | No  |               |                 |
| 11      | Are there any Caps/ Floor?                                  | N.A.  |               |                 |
| 12      | If above is yes, specify Caps/floor                         | Till 31.03.2019   |               |                 |
| 13      | Moratorium Period   |   |               |                 |
| 14      | Moratorium effective from                                   |   |               |                 |
| 15      | Repayment Period  | 4 years post moratorium period                                |               |                 |
| 16      | Repayment Start Date  | 25.04.2019  |               |                 |
| 17      | Repayment Frequency   | Monthly   |               |                 |
| 18      | Arrangement Fees  | 1.25% of the loan amount                                      |               |                 |
| 19      | Outstanding Loan as on 31 March, 2018                       |   |               |                 |
| 20      | Other terms   |   |               |                 |



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14-17

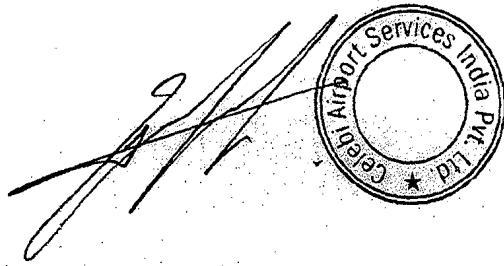
**Form F 6 (b) Summary Statement of Interest and Finance Charges**

| S.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             | -       | -       | -       | -       | -       | 11,350,060 | 11,471,025 |
|       | 2 Interest on long term Loans Secured                                  | -       | -       | -       | -       | -       | 11,350,060 | 11,471,025 |
|       | Total Interest on Loans ( 1+2 )  | -       | -       | -       | -       | -       | 11,350,060 | 11,471,025 |
| B     | Cost of raising finance and bank charges on project loans              | -       | -       | -       | -       | -       | 11,350,060 | 11,471,025 |
| C     | Grand Total of Interest and Finance Charges ( A+B )                    | -       | -       | -       | -       | -       | 11,350,060 | 11,471,025 |
| D     | Less: Interest & Finance Charges Capitalised                           | -       | -       | -       | -       | -       | 11,350,060 | 11,471,025 |
| E     | Net Total of Interest & Finance Charges on Project related loans       | -       | -       | -       | -       | -       | 11,350,060 | 11,471,025 |
| F     | Interest on Working Capital Loans                                      | -       | -       | -       | -       | -       | 11,350,060 | 11,471,025 |
| G     | Other Interest Charges (Provide headwise details)                      | -       | -       | -       | -       | -       | -          | -          |
|       | Interest on Unsecured Loan   | -       | -       | -       | -       | -       | -          | -          |
|       | Interest to Supplier for delay in payment of Equipments                | -       | -       | -       | -       | -       | -          | -          |
|       | Interest on Service Tax  | -       | -       | -       | -       | -       | -          | -          |
|       | Interest on TDS  | -       | -       | -       | -       | -       | -          | -          |
| H     | Total Interest and Finance Charges chargeable to P&L account ( E+F+G ) | -       | -       | -       | -       | -       | 11,350,060 | 11,471,025 |

A circular stamp with the text "Credito Export Services Ltd, India" around the perimeter and a star in the center. The stamp is partially obscured by several thick, dark, hand-drawn lines.

345- 15-15'

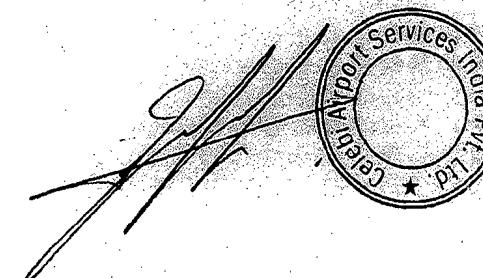
| Form F 6 (c) Contributions, Grants and Subsidies Master |     |
|---|-----|
|   | NIL |



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Form F 7. Format for Identifying Initial Regulatory Asset Base

As on 31, March, 2015

| Asset Name                 | Original | Accumulated Depreciation | Net Book Value |
|----------------------------|----------|--------------------------|----------------|
| Leasehold improvement      | -        | -                        | -              |
| Ground handling equipments | -        | -                        | -              |
| Plant & machinery          | -        | -                        | -              |
| Furnitures and fixtures    | -        | -                        | -              |
| Vehicles                   | -        | -                        | -              |
| Office Equipment           | -        | -                        | -              |
| Computers                  | -        | -                        | -              |
| Computer Software          | -        | -                        | -              |
| Security Deposit           | -        | -                        | -              |
| <b>Grand Total</b>         | <b>-</b> | <b>-</b>                 | <b>-</b>       |



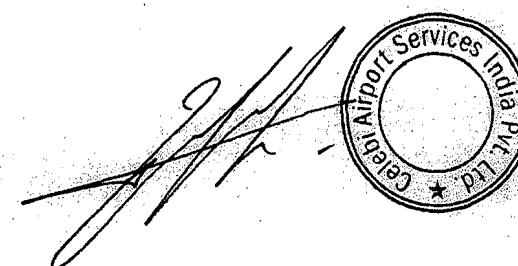
A circular stamp with the text "Cebu Airport Services Ltd." around the perimeter and a star in the center. The stamp is partially obscured by a handwritten signature.

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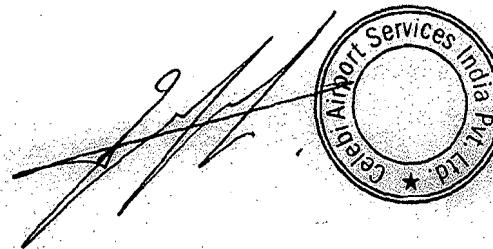
**Form F 8 a Format for providing asset wise information of stakeholders contributions**

**NIL**



18  
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| <b>Form F 8 b Format for providing proposed exclusions from RAB</b> |            |
|---|------------|
|   | <b>NIL</b> |



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Form F9 Formats for Forecast and Actual Roll Forward RAB

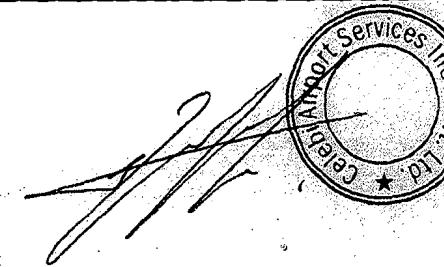
|   |  | Depreciation Rates | 2014-15 | 2015-16 | 2016-17 | 2017-18 | 2018-19 | 2019-20  | 2020-21   |
|---|--|--------------------|---------|---------|---------|---------|---------|--|---|
| A | Opening RAB<br>Leasehold Improvements<br>Ground Handling Equipments<br>Plant & Machinery<br>Furniture & Fixtures<br>Vehicles<br>Office Equipments<br>Computers<br>Intangible Assets - Computer Software<br>Security Deposit                    |                    |         |         |         |         |         | 0  | 164,419,909<br>17,143,866<br>123,168,086<br>1,054,462<br>6,027,400<br>16,036,712<br>989,383 |
| B | Additions - WIP Capitalisation<br>Leasehold Improvements<br>Ground Handling Equipments<br>Plant & Machinery<br>Furniture & Fixtures<br>Vehicles<br>Office Equipments<br>Computers<br>Intangible Assets - Computer Software<br>Security Deposit |                    |         |         |         |         |         | 182,614,045<br>19,048,740<br>134,427,427<br>1,619,628<br>7,534,250<br>18,500,000<br>1,484,000          |   |
| C | Disposals/ Transfers<br>Leasehold Improvements<br>Ground Handling Equipments<br>Plant & Machinery<br>Furniture & Fixtures<br>Vehicles<br>Office Equipments<br>Computers<br>Intangible Assets - Computer Software<br>Security Deposit           |                    |         |         |         |         |         |  |   |
| D | Depreciation Charge<br>Leasehold Improvements<br>Ground Handling Equipments<br>Plant & Machinery<br>Furniture & Fixtures<br>Vehicles<br>Office Equipments<br>Computers<br>Intangible Assets - Computer Software<br>Security Deposit            |                    |         |         |         |         |         | 18,194,136<br>1,904,874<br>11,259,341<br>565,166<br>1,506,850<br>2,463,288<br>494,617<br>494,617       | 25,023,686<br>1,934,874<br>16,912,178<br>555,166<br>1,505,850<br>3,700,000                  |
| E | Closing RAB ( A+B-C-D)<br>Leasehold Improvements<br>Ground Handling Equipments<br>Plant & Machinery<br>Furniture & Fixtures<br>Vehicles<br>Office Equipments<br>Computers<br>Intangible Assets - Computer Software<br>Security Deposit         |                    |         |         |         |         |         | 164,419,909<br>17,143,866<br>123,168,086<br>1,054,462<br>6,027,400<br>16,036,712<br>989,383<br>494,766 | 139,336,223<br>15,258,992<br>106,255,908<br>489,295<br>4,525,550<br>12,336,712              |
| F | Average RAB *  |                    |         |         |         |         | 0       | 0  | 173,516,977<br>151,878,066  |

\* In 2019-20, since the Opening RAB is NIL, the Average RAB for 2019-20 will be (Opening RAB + Purchase + Closing RAB)/2



20 20  
35/-

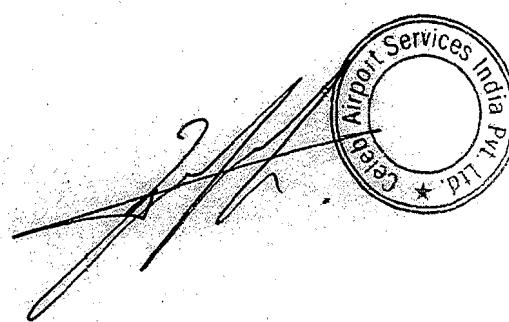
|             |  |
|-------------|--|
| Form F 10-a | Capital projects completed before current review for Roll - Forward of RAB |
|             | Same as in Form F7   |



21 385-21

Form F 10 b Capital Expenditure projected plan - 10 year Master

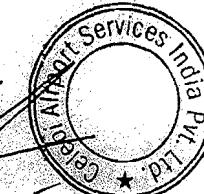
| SR. NO. | PROJECT NAME | PROJECT TYPE                          | F.Y. before Tariff Year | Tariff Year 1 | Tariff Year 2 | Tariff Year 3 | Tariff Year 4 | Tariff Year 5      | Tariff Year 6 | Tariff Year 7 | Tariff Year 8 | Tariff Year 9 | Tariff Year 10 |
|---------|--------------|---------------------------------------|-------------------------|---------------|---------------|---------------|---------------|--------------------|---------------|---------------|---------------|---------------|----------------|
|         |              |                                       | 4                       | 2015-16       | 2016-17       | 2017-18       | 2018-19       | 2019-20            | 2020-21       | 2021-22       | 2022-23       | 2023-24       | 2024-25        |
| 1       | N.A.         | Leasehold Improvements                |                         |               |               |               |               | 19,048,740         |               |               |               |               |                |
| 2       | N.A.         | Ground Handling Equipments            |                         |               |               |               |               | 134,427,427        |               |               |               |               |                |
| 3       | N.A.         | Plant & Machinery                     |                         |               |               |               |               | 1,619,628          |               |               |               |               |                |
| 4       | N.A.         | Furniture & Fixtures                  |                         |               |               |               |               | 7,534,250          |               |               |               |               |                |
| 5       | N.A.         | Vehicles                              |                         |               |               |               |               | 18,500,000         |               |               |               |               |                |
| 6       | N.A.         | Office Equipments                     |                         |               |               |               |               |                    |               |               |               |               |                |
| 7       | N.A.         | Computers                             |                         |               |               |               |               | 1,484,000          |               |               |               |               |                |
| 8       | N.A.         | Intangible Assets - Computer Software |                         |               |               |               |               |                    |               |               |               |               |                |
| 9       | N.A.         | Security Deposit                      |                         |               |               |               |               |                    |               |               |               |               |                |
|         |              | <b>TOTAL</b>                          |                         |               |               |               |               | <b>182,614,045</b> |               |               |               |               |                |



22  
386 - 22 -

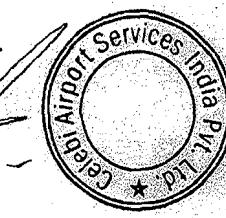
Form F 10 c Yearwise Capital Expenditure Financing Plan for next 10 years

| PROJECT DETAILS     | Yearly Year 1   |        | Yearly Year 2   |        | Yearly Year 3   |        | Yearly Year 4   |             | Yearly Year 5   |            | Yearly Year 6   |        | Yearly Year 7   |        | Yearly Year 8   |        | Yearly Year 9   |        | Yearly Year 10  |        |
|---------------------|---|--------|---|--------|---|--------|---|-------------|---|------------|---|--------|---|--------|---|--------|---|--------|---|--------|
|                     | 2016-17   | AMOUNT | 2017-18   | AMOUNT | 2018-19   | AMOUNT | 2019-20   | AMOUNT      | 2020-21   | AMOUNT     | 2021-22   | AMOUNT | 2022-23   | AMOUNT | 2023-24   | AMOUNT | 2024-25   | AMOUNT | 2025-26   | AMOUNT |
| TOTAL CAPEX PLANNED | INTERNAL ACCRUAL<br>EQUITY INFUSED<br>USER CONTRIBUTION<br>TOTAL DEBT | -      | INTERNAL ACCRUAL<br>EQUITY INFUSED<br>USER CONTRIBUTION<br>TOTAL DEBT | -      | INTERNAL ACCRUAL<br>EQUITY INFUSED<br>USER CONTRIBUTION<br>TOTAL DEBT | -      | INTERNAL ACCRUAL<br>EQUITY INFUSED<br>USER CONTRIBUTION<br>TOTAL DEBT | 219,049,411 | INTERNAL ACCRUAL<br>EQUITY INFUSED<br>USER CONTRIBUTION<br>TOTAL DEBT | 54,762,353 | INTERNAL ACCRUAL<br>EQUITY INFUSED<br>USER CONTRIBUTION<br>TOTAL DEBT | -      |

  
GVK Airport Services India Pvt. Ltd.

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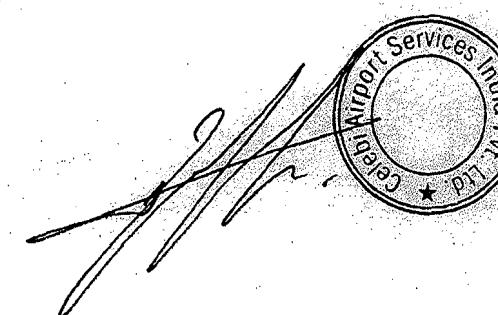
| Form F 10 d | Summary Statement of Expenses Capitalised |
|-------------|---|
|             | NIL                                       |

388-24-24-

Form F-10 e Additional Capital Projects Summary

|  |     |
|--|-----|
|  | NIL |
|--|-----|



281 25 ✓

Form 11(a) Employee Strength (ref: A1.4 of Appendix I)

| SR. NO. | Particulars with detailed breakup                      | As on 31st March, 2015 | As on 31st March, 2016 | As on 31st March, 2017 | As on 31st March, 2018 | As on 31st March, 2019 | As on 31st March, 2020 | As on 31st March, 2021 |
|---------|--|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|
| A       | <b>Department wise full time employees</b>             |                        |                        |                        |                        |                        |                        |                        |
|         | Airport Director                                       | -                      | -                      | -                      | -                      | -                      | 374                    | 450                    |
|         | ATC/Operations   | -                      | -                      | -                      | -                      | -                      | -                      | -                      |
|         | Communications   | -                      | -                      | -                      | -                      | -                      | -                      | -                      |
|         | Human Resource (HR)                                    | -                      | -                      | -                      | -                      | -                      | -                      | -                      |
|         | Official Language                                      | -                      | -                      | -                      | -                      | -                      | -                      | -                      |
|         | Finance  | -                      | -                      | -                      | -                      | -                      | -                      | -                      |
|         | Terminal Management Housekeeping                       | -                      | -                      | -                      | -                      | -                      | -                      | -                      |
|         | Engineering  | -                      | -                      | -                      | -                      | -                      | -                      | -                      |
|         | Commercial   | -                      | -                      | -                      | -                      | -                      | -                      | -                      |
|         | Land Management  | -                      | -                      | -                      | -                      | -                      | -                      | -                      |
|         | Security   | -                      | -                      | -                      | -                      | -                      | -                      | -                      |
|         | Mt Workshop  | -                      | -                      | -                      | -                      | -                      | -                      | -                      |
|         | Fire   | -                      | -                      | -                      | -                      | -                      | -                      | -                      |
|         | Medical  | -                      | -                      | -                      | -                      | -                      | -                      | -                      |
|         | Cargo  | -                      | -                      | -                      | -                      | -                      | -                      | -                      |
|         | Other 1 (Head office)                                  | -                      | -                      | -                      | -                      | -                      | -                      | -                      |
|         | <b>Total Full Time Employees</b>                       | -                      | -                      | -                      | -                      | -                      | 374                    | 450                    |
| B       | <b>Department wise part time contractual Employees</b> |                        |                        |                        |                        |                        |                        |                        |
|         | Department 1   | -                      | -                      | -                      | -                      | -                      | -                      | -                      |
|         | Department 2   | -                      | -                      | -                      | -                      | -                      | -                      | -                      |
|         | Department 3   | -                      | -                      | -                      | -                      | -                      | -                      | -                      |
|         | Department 4   | -                      | -                      | -                      | -                      | -                      | -                      | -                      |

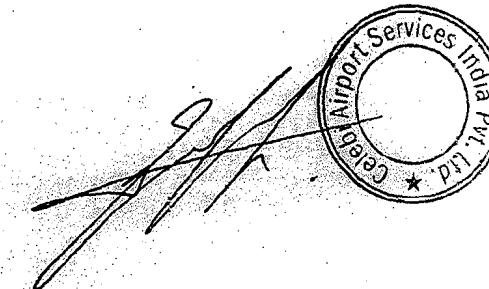


GMR Aerotropolis Pvt. Ltd. \*

26  
26 - 360 -

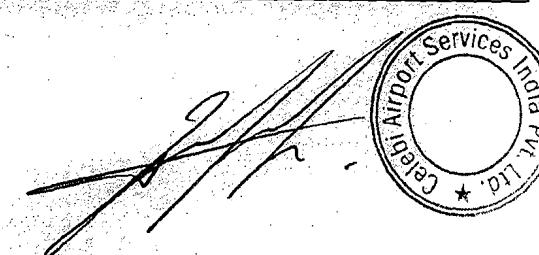
Form 11(b) Payroll related Expenditures and Provisions (ref: A1.5 of Appendix I)

| SR. NO. | Particulars with detailed breakup | 2014-15 | 2015-16 | 2016-17 | 2017-18 | 2018-19 | 2019-20    | 2020-21     |
|---------|-----------------------------------|---------|---------|---------|---------|---------|------------|-------------|
| A       | Salaries & Wages                  | -       | -       | -       | -       | -       | 79,029,180 | 141,987,128 |
| B       | PF Contributions                  | -       | -       | -       | -       | -       | -          | -           |
| C       | Medical Expenses                  | -       | -       | -       | -       | -       | -          | -           |
| D       | Overtime                          | -       | -       | -       | -       | -       | -          | -           |
| E       | Staff Welfare Fund                | -       | -       | -       | -       | -       | -          | -           |
| F       | Others                            | -       | -       | -       | -       | -       | -          | -           |
| 1       | Grand Total                       | -       | -       | -       | -       | -       | 79,029,180 | 141,987,128 |
| 2       | Employee Expenses Capitalized     | -       | -       | -       | -       | -       | -          | -           |
| 3       | Net Employee Expenses (1)-(2)     | -       | -       | -       | -       | -       | 79,029,180 | 141,987,128 |

  
Gated Airport Services India Pvt. Ltd.

**Form 11(c) Administration and General Expenditure (ref: A1.5 of Appendix I)**

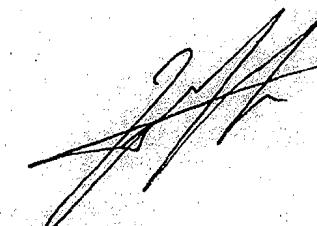
| SR. NO. | Particulars with detailed breakup                  | 2014-15 | 2015-16 | 2016-17 | 2017-18 | 2018-19 | 2019-20    | 2020-21    |
|---------|--|---------|---------|---------|---------|---------|------------|------------|
| A       | Administration Charges                             |         |         |         |         |         |            |            |
|         | Directors Sitting Fees                             | -       | -       | -       | -       | -       | -          | -          |
|         | Rates & Taxes                                      | -       | -       | -       | -       | -       | -          | -          |
|         | Lease/Rent   | -       | -       | -       | -       | -       | -          | -          |
|         | Rates & Taxes                                      | -       | -       | -       | -       | -       | -          | -          |
|         | Communication Expenses                             | -       | -       | -       | -       | -       | -          | -          |
|         | Advertisement                                      | -       | -       | -       | -       | -       | -          | -          |
|         | Office Maintenance                                 | -       | -       | -       | -       | -       | -          | -          |
|         | Printing & Stationery                              | -       | -       | -       | -       | -       | -          | -          |
|         | Total  | -       | -       | -       | -       | -       | 381,966    | 653,649    |
| B       | Legal Charges/Auditor's Fees                       |         |         |         |         |         |            |            |
|         | Auditor's Fees                                     | -       | -       | -       | -       | -       | -          | -          |
|         | Legal Charges                                      | -       | -       | -       | -       | -       | -          | -          |
|         | Total  | -       | -       | -       | -       | -       | 381,966    | 653,649    |
| C       | Consultancy/Advisory Expenses                      |         |         |         |         |         |            |            |
|         | Consultancy/Technical/Other Professional Charges   | -       | -       | -       | -       | -       | -          | -          |
|         | Total  | -       | -       | -       | -       | -       | -          | -          |
| D       | Other Charges                                      |         |         |         |         |         |            |            |
|         | Land Lease   | -       | -       | -       | -       | -       | -          | -          |
|         | Insurance Costs                                    | -       | -       | -       | -       | -       | -          | -          |
|         | During Construction Period                         | -       | -       | -       | -       | -       | -          | -          |
|         | During Operation Period                            | -       | -       | -       | -       | -       | -          | -          |
|         | Event management/ Inauguration Expenses            | -       | -       | -       | -       | -       | 793,500    | 833,175    |
|         | Recruitment and Training Charges                   | -       | -       | -       | -       | -       | -          | -          |
|         | Bank Charges                                       | -       | -       | -       | -       | -       | -          | -          |
|         | Miscellaneous Expenses (incl Corporate Allocation) | -       | -       | -       | -       | -       | 22,251,935 | 25,474,692 |
|         | Interest on short-term loans                       | -       | -       | -       | -       | -       | -          | -          |
|         | Travel   | -       | -       | -       | -       | -       | 2,771,000  | 2,909,550  |
|         | Office Expenses                                    | -       | -       | -       | -       | -       | 600,000    | 630,000    |
|         | Certification Expenses                             | -       | -       | -       | -       | -       | 905,000    | 950,250    |
|         | Total  | -       | -       | -       | -       | -       | 27,321,435 | 30,797,667 |
| E       | Grand Total  | -       | -       | -       | -       | -       | 27,703,401 | 31,451,310 |
| F       | Administration & General expenses capitalised      | -       | -       | -       | -       | -       | -          | -          |
| G       | Net A&G expenses (E)-(F)                           | -       | -       | -       | -       | -       | 27,703,401 | 31,451,310 |



28- 362-  
28-

Form 11(d) Repair & Maintenance Expenditure (ref: A1.5 of Appendix I)

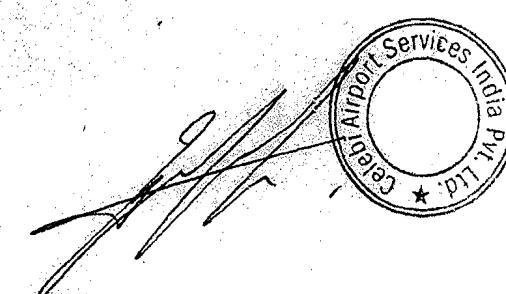
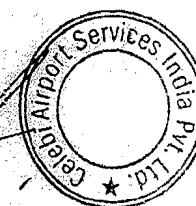
| SR. NO. | Particulars with detailed breakup | 2014-15 | 2015-16 | 2016-17 | 2017-18 | 2018-19 | 2019-20   | 2020-21   |
|---------|-----------------------------------|---------|---------|---------|---------|---------|-----------|-----------|
| A       | Plant and Machinery               |         |         |         |         |         | 2,871,346 | 3,014,913 |
| 1       | Grand Total                       |         |         |         |         |         | 2,871,346 | 3,014,913 |

  
Cathay Airport Services India Pvt Ltd.

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Form 11(e) Utilities & Outsourcing Expenditure (ref: A1.5 of Appendix I)

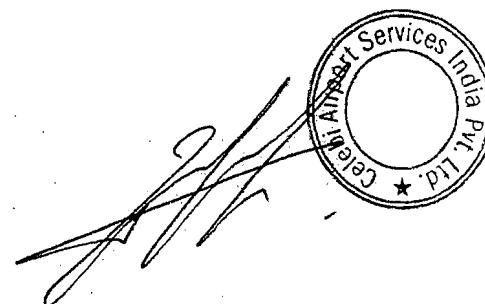
| SR. NO. | Particulars with detailed breakup              | 2014-15 | 2015-16 | 2016-17 | 2017-18 | 2018-19 | 2019-20    | 2020-21    |
|---------|--|---------|---------|---------|---------|---------|------------|------------|
| A       | Utilities Costs                                |         |         |         |         |         |            |            |
|         | Power Charges                                  |         |         |         |         |         | 771,278    | 1,212,915  |
|         | Units Consumed                                 |         |         |         |         |         | 592,200    | 909,300    |
|         | Effective Unit Rate                            |         |         |         |         |         | 3.00       | 3.00       |
|         | Power Costs                                    |         |         |         |         |         | 1,776,600  | 2,727,900  |
|         | Water Charges                                  |         |         |         |         |         | 16,676,240 | 14,591,638 |
|         | Units Consumed                                 |         |         |         |         |         | 8,291,260  | 12,098,798 |
|         | Effective Unit Rate                            |         |         |         |         |         | 685,580    | 1,029,140  |
|         | Water Costs                                    |         |         |         |         |         | 1,394,000  | 1,463,700  |
|         | Other > Mention all the applicable heads       |         |         |         |         |         | 6,305,400  |            |
|         | Fuel Expenses                                  |         |         |         |         |         |            |            |
|         | Cleaning expenses                              |         |         |         |         |         |            |            |
|         | Communication Expenses                         |         |         |         |         |         |            |            |
|         | Equipment hire expenses                        |         |         |         |         |         |            |            |
|         | Others   |         |         |         |         |         |            |            |
|         | Total  |         |         |         |         |         | 19,224,117 | 18,532,453 |
| B       | Department-wise Outsourcing Costs              |         |         |         |         |         |            |            |
|         | Airfield Services & Facilities:                |         |         |         |         |         |            |            |
|         | Terminals                                      |         |         |         |         |         |            |            |
|         | Surveillance                                   |         |         |         |         |         |            |            |
|         | Cleaning                                       |         |         |         |         |         |            |            |
|         | Total  |         |         |         |         |         |            |            |
| 1       | Grand Total                                    |         |         |         |         |         | 19,224,117 | 18,532,453 |
| 2       | Utilities and Outsourcing expenses capitalised |         |         |         |         |         |            |            |
| 3       | Net Utilities and Outsourcing expenses (1)-(2) |         |         |         |         |         | 19,224,117 | 18,532,453 |

2  
30 - 364 -

Form 11(f) Other Outflows (ref: A1.5 of Appendix I)

| SR. NO. | Particulars     | 2014-15 | 2015-16 | 2016-17 | 2017-18 | 2018-19 | 2019-20    | 2020-21    |
|---------|-----------------|---------|---------|---------|---------|---------|------------|------------|
| A       | Concession fees | -       | -       | -       | -       | -       | 50,292,660 | 73,307,494 |
| B       | License Fees    | -       | -       | -       | -       | -       | 21,712,640 | 22,798,272 |
| 1       | Grand Total     | -       | -       | -       | -       | -       | 72,005,300 | 96,105,766 |



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Form 11(g) Current Assets & Liabilities (ref: A1.5 of Appendix I)

| SR. NO. | Particulars                                     | 2014-15 | 2015-16 | 2016-17 | 2017-18 | 2018-19 | 2019-20    | 2020-21     |
|---------|---|---------|---------|---------|---------|---------|------------|-------------|
| A       | Current Assets, Loans and Advances              |         |         |         |         |         |            |             |
|         | Sundry Debtors                                  | -       | -       | -       | -       | -       | 34,829,223 | 49,089,440  |
|         | Inventories                                     | -       | -       | -       | -       | -       | -          | -           |
|         | Cash and cash equivalents                       | -       | -       | -       | -       | -       | 19,047,038 | (3,988,161) |
|         | Other Current Assets Including Loans & Advances | -       | -       | -       | -       | -       | 9,971,650  | -           |
|         | Total of 'A'                                    | -       | -       | -       | -       | -       | 63,847,912 | 45,101,279  |
| B       | Current Liabilities and Provisions              |         |         |         |         |         |            |             |
| I       | Current Liabilities                             |         |         |         |         |         |            |             |
|         | Sundry Creditors                                | -       | -       | -       | -       | -       | 16,506,850 | 23,925,335  |
|         | Liabilities towards Suppliers                   | -       | -       | -       | -       | -       | -          | -           |
|         | Other Current Liabilities                       | -       | -       | -       | -       | -       | -          | -           |
|         | Total of 'I'                                    | -       | -       | -       | -       | -       | 16,506,850 | 23,925,335  |
| II      | Provisions                                      |         |         |         |         |         |            |             |
|         | Total of 'II'                                   | -       | -       | -       | -       | -       | 16,506,850 | 23,925,335  |
|         | TOTAL OF 'B' (I+II)                             | -       | -       | -       | -       | -       | 47,341,061 | 21,175,944  |
| C       | NET CURRENT ASSETS (A - B)                      | -       | -       | -       | -       | -       |            |             |

GMR Airport Services India Pvt. Ltd. \*

32  
32-366=

Form F 12 a Historical and Projected Cargo Volumes in tonnes (Ref: Section A 1.6 of Appendix 1)

| Year    | Domestic |            |           |       |          |            |           |       | International     |            |           |       | Forecast Error |       |
|---------|----------|------------|-----------|-------|----------|------------|-----------|-------|-------------------|------------|-----------|-------|----------------|-------|
|         | Loaded   |            |           |       | Unloaded |            |           |       | Loaded & Unloaded |            |           |       |                |       |
|         | General  | Perishable | Valueable | Other | General  | Perishable | Valueable | Other | General           | Perishable | Valueable | Other | High           | Low   |
| 2009-10 | -        | -          | -         | -     | -        | -          | -         | -     | -                 | -          | -         | -     | N. A.          | N. A. |
| 2010-11 | -        | -          | -         | -     | -        | -          | -         | -     | -                 | -          | -         | -     | N. A.          | N. A. |
| 2011-12 | -        | -          | -         | -     | -        | -          | -         | -     | -                 | -          | -         | -     | N. A.          | N. A. |
| 2012-13 | -        | -          | -         | -     | -        | -          | -         | -     | -                 | -          | -         | -     | N. A.          | N. A. |
| 2013-14 | -        | -          | -         | -     | -        | -          | -         | -     | -                 | -          | -         | -     | N. A.          | N. A. |
| 2014-15 | -        | -          | -         | -     | -        | -          | -         | -     | -                 | -          | -         | -     | N. A.          | N. A. |
| 2015-16 | -        | -          | -         | -     | -        | -          | -         | -     | -                 | -          | -         | -     | N. A.          | N. A. |
| 2016-17 | -        | -          | -         | -     | -        | -          | -         | -     | -                 | -          | -         | -     | N. A.          | N. A. |
| 2017-18 | -        | -          | -         | -     | -        | -          | -         | -     | -                 | -          | -         | -     | N. A.          | N. A. |
| 2018-19 | -        | -          | -         | -     | -        | -          | -         | -     | -                 | -          | -         | -     | N. A.          | N. A. |
| 2019-20 | -        | -          | -         | -     | -        | -          | -         | -     | -                 | -          | -         | -     | N. A.          | N. A. |
| 2020-21 | -        | -          | -         | -     | -        | -          | -         | -     | -                 | -          | -         | -     | N. A.          | N. A. |

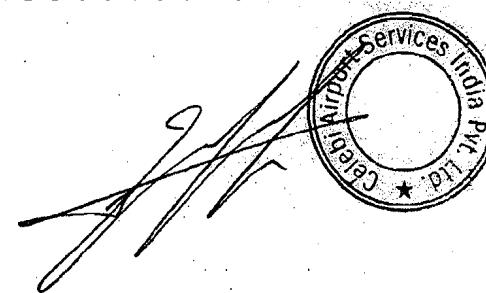
Cessna Airport Services India Pvt. Ltd. \*

33-85-  
367-

Form F 12 b

Historical Aircraft Movements

| Year    | Domestic<br>(Landing) | International<br>(Landing) | Total |
|---------|-----------------------|----------------------------|-------|
| 2009-10 | -                     | -                          | -     |
| 2010-11 | -                     | -                          | -     |
| 2011-12 | -                     | -                          | -     |
| 2012-13 | -                     | -                          | -     |
| 2013-14 | -                     | -                          | -     |
| 2014-15 | -                     | -                          | -     |
| 2015-16 | -                     | -                          | -     |

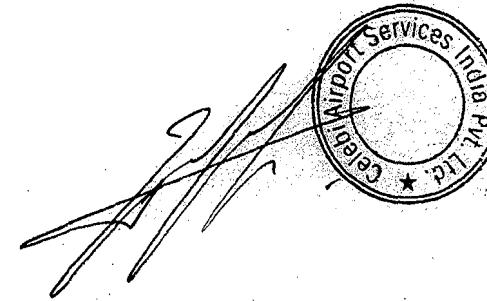


A handwritten signature is written over a circular stamp. The stamp contains the text "Globe Air Services India Pvt. Ltd." around the perimeter and a star symbol in the center.

34-34-368-

Form F 12 c Projected Aircraft Movements

| Year    | Domestic ( Landing) |             |              | International ( Landing) |             |              |
|---------|---------------------|-------------|--------------|--------------------------|-------------|--------------|
|         | Optimistic          | Most Likely | Conservative | Optimistic               | Most Likely | Conservative |
| 2016-17 | -                   | -           | -            | -                        | -           | -            |
| 2017-18 | -                   | -           | -            | -                        | -           | -            |
| 2018-19 | -                   | -           | -            | -                        | -           | -            |
| 2019-20 | 4,015               | 3,650       | 3,285        | 1,372                    | 1,247       | 1,122        |
| 2020-21 | 6,118               | 5,562       | 5,006        | 1,968                    | 1,789       | 1,610        |
| 2021-22 | 6,981               | 6,346       | 5,711        | 2,669                    | 2,426       | 2,184        |
| 2022-23 | 7,585               | 6,896       | 6,206        | 2,962                    | 2,693       | 2,424        |



Form F 12 c      Projected Aircraft Movements

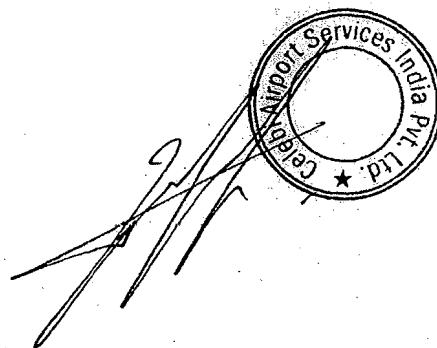
3684  
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35 -

| Year    | Domestic ( Landing) |             |              | International ( Landing) |             |              |
|---------|---------------------|-------------|--------------|--------------------------|-------------|--------------|
|         | Optimistic          | Most Likely | Conservative | Optimistic               | Most Likely | Conservative |
| 2019-20 | 2,01,221            | 1,82,928    | 1,64,635     | 30,751                   | 27,956      | 25,160       |
| 2020-21 | 2,17,318            | 1,97,562    | 1,77,806     | 31,981                   | 29,074      | 26,167       |
| 2021-22 | 2,30,358            | 2,09,416    | 1,88,474     | 33,261                   | 30,237      | 27,213       |
| 2022-23 | 2,44,179            | 2,21,981    | 1,99,783     | 34,591                   | 31,446      | 28,302       |



|             |   |
|-------------|---|
| Form F 12 d | Historical and Projected Fuel throughput in kilolitres (Ref: Section A 1.6 of Appendix 1) |
|             | Not Applicable  |



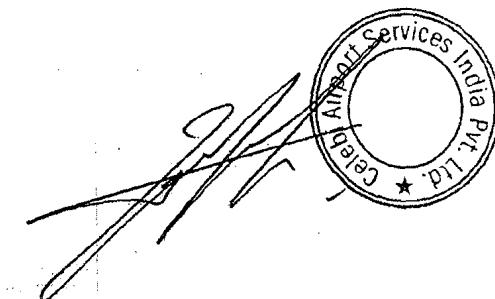
34 -

36 - 37 -

Form 13(a)

Historical Tariffs and Revenue from Regulated Services (ref: A1.7 of Appendix I)

| SR.<br>NO. | Particulars                         | 2014-15            |          | 2015-16            |          | 2016-17            |          | 2017-18            |          | 2018-19            |          | 2019-20            |             | 2020-21            |             |
|------------|-------------------------------------|--------------------|----------|--------------------|----------|--------------------|----------|--------------------|----------|--------------------|----------|--------------------|-------------|--------------------|-------------|
|            |                                     | Per Unit<br>Tariff | Revenues    | Per Unit<br>Tariff | Revenues    |
|            | Revenues from Regulated Services    |                    |          |                    |          |                    |          |                    |          |                    |          |                    |             |                    |             |
| 1          | Ground Handling - Scheduled flights | #DIV/0!            | -        | 48,889             | 239,409,915 | 45,903             | 337,432,117 |
|            | Total Revenue                       |                    |          |                    |          |                    |          |                    |          |                    |          |                    | 239,409,915 |                    | 337,432,117 |

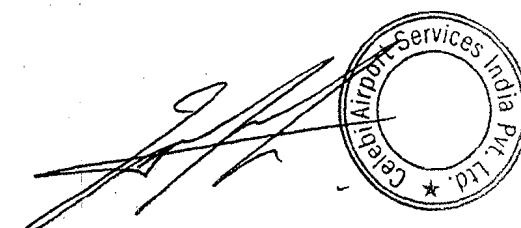


38 - 372 - 37

Form 13(b)

Historical and Projected Revenues from services other than Regulated Services (ref: A1.7 of Appendix I)

| SR. NO. | Name of the customer | Particulars with detailed breakup                   | 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.....                                   | -       | -       | -       | -       | -       | -       | -       |
|         |                      | Total 'A'   | -       | -       | -       | -       | -       | -       | -       |
| B       |                      | Other Revenues                                      |         |         |         |         |         |         |         |
| 1       |                      | Others  | -       | -       | -       | -       | -       | -       | -       |
| 2       |                      | Others  | -       | -       | -       | -       | -       | -       | -       |
|         |                      | Total 'B'   | -       | -       | -       | -       | -       | -       | -       |
|         |                      | Total Revenues (A+B)                                | -       | -       | -       | -       | -       | -       | -       |



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Form 14 (b) - Price List - Scheduled Aircrafts

| Particulars                           | Proposed Tariff for FY 19-20 |         |               |
|---------------------------------------|------------------------------|---------|---------------|
|                                       | Passenger                    | Ramp    | Comprehensive |
| <b>Domestic Passenger Flight</b>      |                              |         |               |
| CODE B                                | 4,410                        | 10,290  | 14,700        |
| CODE C                                | 5,820                        | 13,580  | 19,400        |
| CODE D                                | 8,970                        | 20,930  | 29,900        |
| CODE E                                | 20,490                       | 47,810  | 68,300        |
| CODE F                                | 30,240                       | 70,560  | 100,800       |
| <b>International Passenger Flight</b> |                              |         |               |
| CODE B                                | 11,730                       | 27,370  | 39,100        |
| CODE C                                | 27,510                       | 64,190  | 91,700        |
| CODE D                                | 44,820                       | 104,580 | 149,400       |
| CODE E                                | 58,710                       | 136,990 | 195,700       |
| CODE F                                | 81,870                       | 191,030 | 272,900       |
| <b>Domestic Freighter Flight</b>      |                              |         |               |
| CODE C                                | N.A                          | 54,000  | N.A           |
| CODE D                                | N.A                          | 94,000  | N.A           |
| CODE E                                | N.A                          | 113,000 | N.A           |
| CODE F                                | N.A                          | 154,000 | N.A           |
| <b>International Freighter Flight</b> |                              |         |               |
| CODE C                                | N.A                          | 133,000 | N.A           |
| CODE D                                | N.A                          | 160,000 | N.A           |
| CODE E                                | N.A                          | 195,000 | N.A           |
| CODE F                                | N.A                          | 287,000 | N.A           |

Note : Above price is inclusive of concession fees and exclusive of GST





224  
40  
Date: 23 July 2019

TS  
26/7  
To,

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

प्राप्तिक्रिया क्रमांक 14012  
सफदरजुंग एयरपोर्ट, नई दिल्ली  
दाता नं. 14012  
तारीख 26/07/19

Dear Sir / Ma'am,

**Sub: Submission of Multi-Year Tariff Proposal (MYTP) for FY 2019 – FY 2021 and Annual Tariff Proposal (ATP) for FY 2019-2020 & FY 2020-2021 for Celebi Airport Services India Private Limited (formerly Celebi Ground Handling Delhi Private Limited) for its Hyderabad station.**

In continuation of the already submitted MYTP for our Hyderabad station, please find below our reply on the queries and explanations required:

1. In Form 12 c – Projected Aircraft Movement, we had submitted the estimated number of flights which our Company projects to handle at Hyderabad station but post our telephonic discussion we came to know that the said form requires to mention the estimated aircraft traffic movement for the relevant station. Therefore, please find enclosed the revised Form 12 c and request to replace the same with the earlier submitted Form 12 c in MYTP.
2. We hereby request AERA to kindly maintain the confidentiality of few of the submitted documents like Concession Agreement and User Agreement not to bring the same in public domain.
3. The tariffs proposed in MYTP are based on the competitive pricing, cost of providing the services (staff cost, fuel, repairs & maintenance, utility expenses etc.) investment made on the equipment & infrastructure to provide these services.

Thanking you,

For Celebi Airport Services India Pvt. Ltd

  
Laxman K Prasad  
Chief Financial Officer



**CELEBI AIRPORT SERVICES INDIA PRIVATE LIMITED**  
(Formerly known as Celebi Ground Handling Delhi Private Limited)

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Form F 12 c      Projected Aircraft Movements

| Year    | Domestic ( Landing) |             |              | International ( Landing) |             |              |
|---------|---------------------|-------------|--------------|--------------------------|-------------|--------------|
|         | Optimistic          | Most Likely | Conservative | Optimistic               | Most Likely | Conservative |
| 2019-20 | 2,01,221            | 1,82,928    | 1,64,635     | 30,751                   | 27,956      | 25,160       |
| 2020-21 | 2,17,318            | 1,97,562    | 1,77,806     | 31,981                   | 29,074      | 26,167       |
| 2021-22 | 2,30,358            | 2,09,416    | 1,88,474     | 33,261                   | 30,237      | 27,213       |
| 2022-23 | 2,44,179            | 2,21,981    | 1,99,783     | 34,591                   | 31,446      | 28,302       |

