

GMR Goa International Airport Ltd, Goa

Ref No. GGIAL/AUCC-MoM/001

Dtd. 27th Oct 2021

Final Minutes of the Meeting / Record notes of discussion
During Airport Users Consultative Committee (AUCC) Meeting
To develop & Operationalize Greenfield Int'l Airport at Mopa
Date: 19th Oct 2021, Venue: Virtual meeting through Zoom

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List of Participants:

No	STAKEHOLDERS	ORGANIZATION	NAME OF PARTICIPANTS	DESIGNATION
1	Regulatory Body	AERA	Mr. Rajan Gupta	AGM, Finance
2	Airline	Air Arabia	Mr. Aniket Tawde	Manager-Commercial
3		Air Asia India	Mr. Zico Soares	Station Manager - Goa
4		Go Air	Ms. Civia Desouza	Station Manager - Goa
5		IndiGo	Mr. Pramod Uttamchandani	Station Manager - Goa
6		IndiGo	Mr. Naozad Dastur	Director, Airport Ops. & CS
8		IndiGo	Mr. Asif Mustafa	Assistant Manager
9		IndiGo	Mr. Charnel Dsouza	AVP, Airport Operations
10		IndiGo	Mr. Dushyant Deep	Sr. Legal Counsel
11		IndiGo	Mr. Ganesh Iyer	Director, Procurement
12		Oman Air	Mr. Preetam Leonard Lobo	Airport In Charge
13		Oman Air	Mr. Sunil V.A.	Regional Vice President - APAC
14		Spice jet	Mr. Amit Narain	Station Manager - Goa
15		Spice jet	Mr. Suryavir Singh Bisht	Senior GM, Regulatory Affairs
16		Vistara	Mr. Rahul Bhongade	Station Manager - Goa
17	Airline Association	Federation of Indian Airlines	Mr. Ujjwal Dey	Associate Director
18		IATA	Mr. Amitabh Khosla	Country Director
19		IATA	Mr. Richard Tan	Regional Manager - Asia-Pacific
20	Fuel Farm	BPCL	Mr. Tigga Christopher	GOA ATF Unit Head
21		HPCL	Mr. N Thirunavukkarasu	Dy. General Manager - Aviation
22		HPCL	Mr. Rajesh J Kadu	Sr. Station Manager
23	IFK	TajSATS	Mr. Abdulla Khan	Manager
24	Industry Body	APAO	Mr. Satyan Nayar	Secretary General
25		CII	Mr. Deepankar Bargali	Head - Goa
26		CUTS International	Mr. Kapil Gupta	Policy Analyst
27		Goa Air Cargo Association	Mr. Satyajit Bhattacharjee	Association Secretary
28		Goa Chamber of Commerce	Mr. Chandrakant Gawas	Chairman (Logistic Committee)
29		GTDC	Mr. Gavin Dias	General Manager
30	Sovereign Services	CISF	Mr. Pratap B Punde	Senior Commandant - CASO
31	Logistics	Broekman Logistics	Mr. Yeshwant Bandekar	Branch Manager Goa
32		Broekman Logistics	Mr. Manoj Nair	National Manager
33		Mega Freight	Mr. Shabbir Dalwai	Branch Manager
34	Ground Handling	Celebi	Mr. Tauseef Khan	COO
35	Tours & Travels	Cozmo Travels	Mr. Ivan Fernandes	Manager
36		Jeena & Co.	Mr. Safaraz Nawaz	Sales Manager
37	Pharma	Glenmark Pharma	Mr. Durgaram Naik	Logistic Head
38	Parent Company	GMR Airports Ltd	Mr. K N Rao	Group Dy. Managing Director
39		GMR Airports Ltd	Mr. Gadi Radha Krishna Babu	Sector Chief Financial Officer
40		GMR Airports Ltd	Mr. Harsh Gulati	Vice President, Regulatory
41	Airport Operator	GGIAL	Mr. R V Sheshan	Chief Executive officer
42		GGIAL	Mr. Kanwarbir Singh Kalra	Chief Executive officer
43		GGIAL	Mr. Rajesh Madan	Chief Financial Officer
44		GGIAL	Mr. V K Prasad	Chief Development Officer

1.0 Mr. R. V. Sheshan, CEO, GMR Goa int'l Airport Ltd. (GGIAL), welcomed all the participants (connected via zoom) **and introduced** key participants from GMR Goa International Airport Ltd. (GGIAL) & GMR Group, for the AUCC meeting.

2.0 Mr. R V Sheshan, CEO of GMR Goa Int'l Airport Ltd., made a presentation to all the participants highlighting importance of Goa as an important tourist destination, besides shared GMR group's expertise in the airport sector along with Master / Phase I development plan, Construction Progress update with Capex, Means of Finance, Cost comparison with reference to AERA's benchmark cost and future Capex and means of finance for First Control period along with his colleague Mr. V K Prasad, Chief Development officer and Mr. Kanwarbir S Kalra, Dy. CEO, GGIAL.

3.0 The presentation was followed by Queries & Response Session.

Key: Q – Query; R – Response; GR – General Remarks;

<p>Mr. Chandrakant Gawas, Chairman GCCI, Logistics Committee</p>	<p>GR: Appreciated GGIAL / GMR team for the presentation</p> <p>Q: How many Goans youths have been skilled, developed & employed from ASDC</p> <p>R: ASDC is under construction & development phase and the main purpose of ASDC is to improve the employability of local youths of Goa, so that they can be made employment ready not only within the state or the country but also anywhere in the world in aviation sector. All courses offered at ASDC will be accredited to NSQF / State Govt. Also, it is envisaged that 1,800 to 2,000 youths to be employed at the airport during initial years' subject to merit and qualifications</p> <p>Q: Does GGIAL has any plan to connect the Airport with Konkan & South Eastern Railway from logistics perspective</p> <p>R: On the date of opening, the airport will be well connected through 2 Lane road network and the road connectivity will further strengthen with the upcoming expressway link (NH 166S) connecting NH 66 to the Airport. Depending on the requirement in future, GGIAL will coordinate with concerned Government / Non – Governmental agencies for the required connectivity, be it rail (Thivim & Pernem Railway Station) or/and waterways (Chapora river)</p> <p>Q: Enquired about the Perimeter Security of the Airport to ensure safety & Security</p> <p>R: The Airside and city side will be fully compounded as per the norms of BCAS and CISF, also there will also have watch-towers placed strategically to ensure perimeter security and safety</p> <p>Q: Requested for Site Visit</p> <p>R: As per GCCI member's availability and convenience, they are welcome to visit the site.</p> <p>GR: Extended GCCI support if required, especially for cargo related matter</p>
<p>Mr. Satyajit Bhattacharjee, Oman Air</p>	<p>Q: What will be the impact on Mopa Airport post operationalization of Sindhudurg/Chipi Airport in the vicinity, chances to minimize its impact on attracting tourists from those areas</p>

	<p>R: GGIAL is not in a position to comment on other airports and will limit our comments only to advantages of our airport. We will offer a world-class airport from connectivity, scalability & infrastructure point of view, will be customer centric, service centric, and provide good customer & business experience and let Market forces be the deciding factor. We are confident that we will emerge as the airport of choice.</p> <p>Q: Whether any FTZ or SEZ like facility will be available at Mopa Airport to facilitate Cargo movement, just like how it is there at Bangalore Airport</p> <p>R: GGIAL will be happy to work with any company/agency and facilitate creation of more business opportunities including SEZ, free trade zone, etc.</p> <p>Q: Will Alliance Air be invited to operate at Mopa</p> <p>R: GGIAL will be happy to work with Alliance Air.</p> <p>Q: Is the facility able to support pharma cargo in terms of ecosystem</p> <p>R: We understand the requirements with our experience from Delhi & Hyderabad and will be having our facility as required; we are working on connectivity part and also looking to partner with freighters as early as possible</p>
<p>Mr. Naozad Dastur, Indigo</p>	<p>Q: What is the distance between Dabolim & Mopa Airport?</p> <p>R: Distance between Dabolim and Mopa Airport is ~65 Kms.</p> <p>Q: Will there be any public transport facilities available between these two airport for airline staffs to travel in case they opt for dual operations during initial years</p> <p>R: GGIAL encourages shifting of entire operations for the airlines considering long term investment, however in case airlines are interested in dual operations, we can collaboratively work on enhancing the public connectivity between the airports. Alternatively, airlines can get contractual buses to transport your employees between the two airports; as-far-as existing housing is concerned, if your employees are in and around Panjim, both the airports are equidistant</p>
<p>Mr. Charnel Dsouza, Indigo</p>	<p>Q: Whether in-line baggage screening will be available from Day 1 of operations or it will be stand-alone X Ray.</p> <p>R: In-line baggage screening along with ATRS will be available from Day 1 of operations.</p>
<p>Mr. Satyan Nayar, APAO</p>	<p>GR:</p> <ul style="list-style-type: none"> • Complimented GMR and GGIAL team for developing a world class international airport at Mopa, Goa and praised the commitment shown by GMR group during tough time when the entire aviation industry has undergone big turmoil due to pandemic (Covid19) • Expressed the need that considering the growth potential in Goa, there is a need of full-fledged civilian Airport with world class facilities for tourists and business travelers.

	<ul style="list-style-type: none"> • The Airport at Mopa will improve the socio-economic conditions of Goa by acting as a catalyst to the growth engine and will have multiplier effect on the overall eco-system of Goa namely tourism, hospitality, pharma, etc.
Mr. Ganesh Iyer, Indigo	<p>Q: Requested for an update on Fuel Farm</p> <p>R: Infrastructure for fuel hydrant works is in progress & Fuel farm concessionaire on-boarding is in process.</p>
Mr. Richard Tan, IATA	<p>GR: Appreciated the GGIAL/GMR team for the presentation & information provided and suggested to optimize the service level mapping w.r.t. Airport Development Reference Manual.</p> <p>Q: Traffic forecast for Goa System & potential traffic distribution between the two airports</p> <p>R: Goa has witnessed double digit growth in past and we expect the same to continue and accordingly internal estimates have been done to cater to annualized 2.9 MPPA during Y1 of operations.</p> <p>Q: Enquired whether the facilities provided for Check-in, are rigid or flexible in nature & how will the new airport ensure good passenger experience</p> <p>R: We are committed to adhere to the Customer service requirement as laid out in the Concession Agreement signed with Govt. of Goa. The terminal building is designed in a modular manner and can be scaled easily to ensure customer satisfaction. Also, there is flexibility to scale up or down the facilities / infrastructure as per the requirements. Accordingly, we will improve Terminal capacity as and when required to meet service level and passenger experience; combination of rigid, flexible & hybrid gates have been provided and will keep on adjusting as per the demand. The airport will be equipped with state-of-the art baggage handling system with full sorting capability.</p> <p>Q: What is the trigger point for second runway</p> <p>R: Second runway is provisioned in the master plan but the same is not envisaged for 33 MPPA ultimate capacity operation. We are confident that the operations can be managed through single runway and also the availability of the parallel taxiway, which may act as secondary runway (during emergency), would enhance the operational efficiency.</p> <p>Q: Will there be any disruption during operation hours due to Defence requirements, considering close proximity to the naval Airport</p> <p>R: There will be no impact due to Military/ Defence, as our airport will have independent & dedicated airspace.</p> <p>Q: To ensure regular Stakeholder engagement with users & enquired about ORAT schedule</p> <p>R: Ministry of Civil Aviation (MOCA) has already formed a Joint Coordination Committee, comprising all required Govt. sovereign agencies. We are in constant touch with all</p>

	<p>members of the committee to ensure timely completion of all activities and secure requisite approval and permissions.</p> <p>We are in process of building internal teams for ORAT, which is expected to start from April/May 2022 and soon we will reach out to all the relevant airlines for the same.</p> <p>Q: What is AAI funding obligations for CNS/ATM, infra, radars, etc.</p> <p>R: Physical infra for CNS/ATM will be provided by GGIAL, however all costs related to operating equipment including radars will be borne by AAI and the recovery will be through TNLC and RNFC.</p> <p>Q: For security related investment, will it be funded through the ASF rather than PSF</p> <p>R: For security related investment, as per current regulation the cost put in by us for security equipment will be part of RAB and accordingly recovered. CISF capex and Opex will be recovered through PSF</p>
<p>Mr. Pramod Uttamchandani, Indigo</p>	<p>Q: No of check-in counters are less compared to capacity and so is the exit and arrival Carousels</p> <p>R: Initially, we will have 22 check-in counters during inauguration. Further, we will expand these as and when required. We have the flexibility available for enhancing customer experience & smooth traffic flow. Our design already protects increasing baggage handling and check-ins facilities without impacting operations.</p> <p>Q: CAT 1 approach light may not be sufficient in low Visibility during rainy season, Is there any provision for CAT 2 facility.</p> <p>R: CAT 2 facility is not required as per regulatory requirements but have potential for upgrading to CAT 2 in future if required.</p>
<p>Mr. Durgaram Naik, Glenmark Pharma</p>	<p>Q: When the facility for Pharma cargo will be ready at the Airport</p> <p>R: We are aware of Cargo facilities required for Pharma industry, it's part of our license agreement with concessionaire to have temperature controlled facility and are targeting to launch it along with the airport</p>
<p>Mr. Dushyant Deep, Indigo</p>	<p>Q: Project cost benchmarking as per AERA, per Sq. Mt. cost is higher than AERA's normative norms which is Rs 65,000 for Terminal & Rs 4,700 for pavements</p> <p>R: AERA's normative rates of Rs. 65,000 PSM and Rs. 4,700 PSM is old rate as per 2017 benchmarking. If the same is indexed to 2021, we are marginally above AERA's benchmarked Cost and the same will be justified to AERA as per the requirement.</p> <p>When compared to other airports, AERA has allowed higher cost in recent tariff orders. We are marginally above AERA's indexed cost.</p>

<p>Mr. Suryavir Bisht, Spicejet</p>	<p>Q: Any NOTAMs and airspace closure at Mopa</p> <p>R: Not applicable as our Airport will have independent airspace</p> <p>Q: Independent study for consultation paper on traffic forecast</p> <p>R: The same will be provided to AERA as per the requirement</p> <p>Q: Number of check in counters and baggage claim carousels appear a little less, which please look into, at the initial stage itself.</p> <p>R: The terminal building is designed in a modular manner, making it more flexible to scale up or down the facilities / infrastructure as per the requirements. Accordingly, will improve Terminal capacity (including Check in Counters & baggage claim carousels) as and when required to meet service level and passenger experience.</p>
<p>Mr. Aniket Tawde Air Arabia</p>	<p>GR: Thank you for providing this opportunity to showcase the development and am sure this airport will bring more comfort and opportunities for all the Airline to explore and increase business possibilities. We look forward to work with GMR closely to enhance the business opportunities in coming years.</p>
<p>Mr. Sunil VA Oman Air</p>	<p>GR: Thank you very much for the detailed presentation which has given us a complete picture of the new GOI airport and we @ Oman Air are also excited to see the progress. The key highlights as an airline will be the removal of bottle necks in the area of slots and infrastructure. We look forward to commence operations of GOI and would share our best wishes to the project for a timely completion</p>
<p>Mr. Shabbir Dalwai Mega Freight India</p>	<p>GR: Congratulation GMR Team Goa excellent presentation</p>