

Circular No: BIAL/S&D/22-23-AB57

Dated: 14<sup>th</sup> January 2023

**Subject:** Appointment of new Cargo Terminal operators (CTOs) at Kempegowda International Airport, Bengaluru

**Dear Airline Partners,**

Attention is invited to all Airlines operating at Kempegowda International Airport, Bengaluru (KIAB).

Bangalore International Airport Limited ("BIAL"), a company incorporated under the Companies Act, of 1956, is the developer, and operator of the KIAB. BIAL is committed to establishing this Airport as one of India's leading airports in terms of quality and efficiency and setting a benchmark for the future commercial development of Indian airports. The Airport is one of the fastest-growing airports in the world and is set to get bigger and better. In the recent past, India's aviation growth has been unprecedented, and Bengaluru has been setting the pace, emerging as one of the fastest-growing aviation markets in the world. With air connectivity to almost all parts of the world and across the country, the Airport is transforming into a new gateway to India.

The Airport is the third busiest airport in India and has processed 411,510MT (Four Lakh Eleven Thousand Five Hundred and Ten metric tonnes) of cargo in the Financial Year 2022 with a compounded annual growth rate of 9.1% since the start of Airport operation.

BIAL has always aimed to provide state-of-the-art infrastructure and efficient airport services to support trade and promote new business developments. With this objective, BIAL in May 2006, before the commissioning of KIAB, tendered the cargo business at KIAB to two cargo terminal operators (CTOs) i.e., Menzies Aviation Bobba Bangalore Pvt Ltd ("CTO-1") and Air India SATS Airport services PVT LTD ("CTO-2") for a duration of 15 years from the start of Airport Operations Day. This term of 15 years will expire on 23rd May 2023, 23:59 hrs. Post that the BIAL intends to take over the handling of cargo here to being done by these entities or through approved Custom Cargo Service Providers (CCSP).

Pursuant to the transparent global tendering process BIAL has appointed new entities, (i) Menzies Aviation (Bengaluru) Private Limited (MABPL) and (ii) WFS(Bengaluru) Private Limited (WFSBPL) to operate CTO-1 and CTO-2 respectively to help execute our vision to bring the international state of the art cargo terminal.

MABPL and WFSBPL shall have the right to operate the Cargo Terminals and provide Cargo Handling Services at the Airport for a period of 15 (fifteen) years from the Date of Handover of the Existing Cargo Terminal 2 ("Term").

The effective date of this transition is scheduled for 24<sup>th</sup> May 2023 from 00:01 hrs. To facilitate a smooth transition process, MABPL and WFSBPL will organize meetings with all partners to take stock of the actions needed and ensure a seamless transfer.



Registered Office : Administration Block, Bravo-1, Kempegowda International Airport, Bengaluru - 560300, India

'Model Employer' Award by the Ministry of Labour & Employment, GoI | CII Recognition under "Platinum Category" for Customer Services | CII Recognition under "Gold Category" for HR Morale Boosting Practices

For further queries if any on this transition please feel free to contact the below SPOC:

1. MABPL: Mr. Venkata Reddy, [venkata.reddy@menziesavation.com](mailto:venkata.reddy@menziesavation.com), +91 9008874777
2. WFSBPL: Mr. Aldrick Dsouza, [adsouza@wfs.aero](mailto:adsouza@wfs.aero), +91 9886909163

You are accordingly requested to ensure full support to both the new CTOs in this transition.

**Yours Sincerely,**

**For Bangalore international airport limited**



**Satyaki Raghunath**  
**Chief Strategy & Development Officer**