

**MEMORANDUM OF UNDERSTANDING
FOR THE FINANCIAL YEAR 2016-17**

BETWEEN

HSCC (INDIA) LIMITED

AND

**MINISTRY OF HEALTH & FAMILY WELFARE
GOVERNMENT OF INDIA**

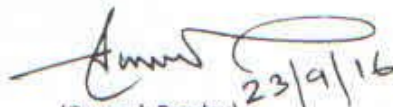
HSCC (India) Limited
Corporate Office
E-6(A), Sector-1
Noida-201301

Memorandum of Understanding for F.Y. 2016-17
between
HSCC (India) Ltd and Ministry of Health & Family Welfare

Form-I (PART- A)

Sl.No.	Evaluation Criteria	Unit	Wt.	MOU Targets				
				Excellent	V.Good	Good	Fair	Poor
i	Capacity Utilisation							
	New Order Secured (Project Value) during the Financial year 2016-17	Rs. in Cr.	10	1200	1100	1050	1000	950
ii	A. Efficiency Parameters							
	Completion of milestones stated for F.Y. 2016-17 (for projects of Rs. 50 Crs & above) in clients assignments without time overrun (Ilist as per Annexure-A)	%	10	100	90	80	70	60
ii	B. Technology up-gradation							
	Development of Project Management software.	Date	5	15-12-16	31-12-16	15-01-17	31-01-17	15-02-17
iii	Leveraging Net Worth:							
	Preparing Computerized inventory of all Assets	Date	7	30-11-16	31-12-16	31-01-17	28-02-17	31-03-17
	Preparing Computerized inventory of all Liabilities (including Contingent Liabilities)		8					
iv	Monitoring Parameter							
	Reduction in Trade Receivables of over 6 months over previous year	%	5	30	20	15	10	5
v	Turnover for Operation							
	Revenue from operation (Net of excise duty)	Rs. Cr.	10	1300	1200	1150	1100	1050
vi	Operating Profit/Surplus							
	Operating Profit (Profit before tax excluding other income, Extraordinary and Exceptional items as percentage of turnover)	%	10	3.5	3.0	2.8	2.6	2.4
vii	Early Signs of Weakness							
	Reduction in Claims against the Company not acknowledged as debt over the previous year	%	5	5	4	3	2	1
viii	Marketing Efficiency Ratios							
A	Income from diversification business(i.e. from other than existing core business area**)	Rs. Cr.	5	1.1	1.0	0.9	0.8	0.7
	** Existing core business areas are conceptual planning, master planning, design engineering, project management services of major healthcare project, healthcare infrastructure development (Concept to commissioning), specialized services (i.e. modular operation theatre, modular gas manifold system, laboratories- BSL II, III & IV and procurement of medical equipment.							
B	Trade receivables as percentage of Revenue from Operations (Gross)	%	5	5.00	5.25	5.50	5.75	6.00
ix	Return on Investment							
	(i) Dividend/PAT	%	5	30	29	28	27	20
	(ii) PAT/ Net Worth	%	10	19	18	17	16	15
	(iii) Dividend/Networth	%	5	5.70	5.22	4.76	4.32	3.00
			100					

- Wherever the figures are not verifiable from the annual report, the verification at the time of MoU Evaluation would be done on the basis of certification by way of resolution regarding achievement of the above parameter by Board of Directors.
- Targets finalized by IMC are based on provisional figures submitted by the company for FY 2015-16. In case of better performance of the CPSE during the year 2015-16 as compared to Provisional figures, the difference between actual figures and provisional figures shall be added to the targets of 2016-17.
- Targets decided in MoU are unconditional and no offer will be allowed in any condition. Further evaluation would be subject to compliance of additional eligibility criteria as contained in para 14.2 and 14.3 of MoU guidelines 2016-17.


 (Gyanesh Pandey) 23/9/16
 Chairman & Managing Director
 HSCC (India) Ltd


 (C.K. Mishra) 23/9/16
 Secretary (H & FW)
 Ministry of Health & Family Welfare

MoU 2016-17
 Approved by IMC

A. EFFICIENCY PARAMETER(10) PHYSICAL OPERATIONS)

ANNEXURE : A

Sl No.	Name of the Project	Estimated Value (Rs. in Crores)	Milestones / Unit	Wt	Target Date for Completion of Milestone
1	SSB, Safdarjung Hospital	444.72	Completion of Finishing Work	1	31-12-16
2	AIIMS Surgical	50.18	Completion of Finishing Work	1	28-02-17
3	AIIMS Hostel	72.85	Completion of Finishing Work	1	28-02-17
4	Kalpana Chawala Govt. Medical College (Residential)	60.4	Completion of Structure	1	31-01-17
5	PMSSY Jabalpur	77.89	Release of Structural Drawings	0.5	30-09-16
6	PMSSY REWA	77.83	Release of Structural Drawings	0.5	30-09-16
7	PMSSY - ALLAHABAD	70	Release of Structural Drawings	0.5	31-12-16
8	PMSSY - Jhansi	78.72	Release of Structural Drawings	0.5	31-12-16
9	PMSSY-KOTA	80	Release of Structural Drawings	0.5	31-12-16
10	PMSSY-Bikaner	71.88	Release of Structural Drawings	0.5	31-12-16
11	PMSSY Jabalpur	77.89	Completion of Plinth Level	0.5	31-12-16
12	PMSSY REWA	77.83	Completion of Plinth Level	0.5	31-01-17
13	LGBRIMH-Tezpur (Pkg I)	91.11	Completion of Structure	1	30-11-16
14	RIPANS Aizwal	68.69	Completion of Structure	0.5	31-03-17
15	NEIGHRIMS-Shillong: Const. of UG Medical college, regional cancer centre and nursing college	364	On award of work	0.5	31-12-16
TOTAL				10	

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Self declaration / Certification by HSCC (India) Ltd

It is hereby certified that the targets and actual achievements in respect of parameters have been worked out as per MOU Guidelines adopting the norms and definitions laid down in MOU Guidelines for the year 2016-17. In case, any deviation is found at the time of appraisal of performance, DPE is free to evaluate as per audited accounts as per MOU Guidelines. HSCC (India) Ltd has no right of claim in this regard.



Gyanesh Pandey
Chairman & Managing Director

