

MEMORANDUM OF UNDERSTANDING

FOR THE YEAR

2020-21

BETWEEN

HSCC (INDIA) LIMITED

AND


NBCC (INDIA) LIMITED

MANDATORY PARAMETERS

MoU between HSCC (India) Limited & NBCC (India) Limited for the FY 2020-21

S. No.	Financial Performance Criteria	Unit	Marks	FY 2019-20 (Actual)	Best in five years	MOU Target for the year 2020-2021				
						Excellent	V.G.	Good	Fair	Poor
						100%	90%	80%	70%	60%
1	Turnover-Revenue from Operations	Rs. in Cr.	10	2125.41	2125.41	2200.00	1600.00	1200.00	1000.00	800.00
2	Operating Profit/Loss:	%	20	2.72	6.09	6.09	1.75	1.00	0.80	0.70
	Operating Profit as % of Revenue from Operations.									
3	Return on investment:	%	20	30.29	34.84	34.84	20.00	12.00	10.00	9.00
	PAT / Average Net Worth									



Pawan Kumar Gupta
CMD, NBCC (India) Ltd.



Gyanesh Pandey
MD, HSCC (India) Limited

OTHER PARAMETERS

MoU between HSCC (India) Limited & NBCC (India) Limited for the FY 2020-21

S. No.	Financial Performance Criteria	Unit	Marks	FY 2019-20 (Actual)	Best in 5 Years	MOU Target for the year 2020-2021				
						Excellent	V.G.	Good	Fair	Poor
4.	New Order Received during the year	Rs. In Crore	10	1350	3520	3520	1350	1000	900	800
5.	Trade receivables (Net) as number of days of Revenue from Operations (Gross)	Days	5	257	158	160	260	280	300	320
6.	Return on Equity investment: PAT / Initial Investment (Rs. 285 Crore)	%	5	13.20	19.16	20.00	13.50	12.00	11.00	10.00
7.	Completion of milestone of client's orders/ agreements	%	10	100.00	100.00	100.00	90.00	80.00	70.00	60.00
8.	Financial Closure of projects which have been physically completed as on 31.03.2018	%	5	-	-	100.00	90.00	80.00	70.00	60.00
9.	Procurement of Goods & services through GeM portal to total procurement of goods and services	Rs. in Cr.	5	-	-	5	4.5	4	3.5	3
10.	Reduction in overhead cost	%	10	-	-	20	15	10	8	5


Pawan Kumar Gupta
CMD, NBCC (India) Ltd.


Gyanesh Pandey
MD, HSCC (India) Limited