

Telecommunications Consultants (India) Ltd. (Standalone) - MoU 2024-25

S.No.	Name of Parameter	Unit	Weightage	Target 2024-25
1	Revenue from Operations	Rs. Cr.	33	3070
2	Export/ Income from Overseas	Rs. Cr.	10	531
3	EBITDA as a percentage of Revenue	%	10	6.53
4	Return on Net Worth	%	15	18.99
5	Asset Turnover ratio	%	5	97.54
6	Acceptance/ Rejection of Invoices of Goods & Services through TReDS Portal within specified time	%	5	100
7	Procurement from GeM as per approved Procurement Plan	%	2	100
8	Trade Receivables as no. of days of Revenue from Operations	Number of Days	5	90
9	Earning Per Share	Rs.	15	26.34
		Total	100	

Notes:

- The targets ascertained considering the adjusted projected achievement for FY 2024-25 i.e. after removing the impact of stake sale in JV and provision made for losses in subsidiary & JV companies from the financial attributes. Therefore, at the time of assessment also the adjusted financial attributes shall be considered.
- Vision provided by the administrative Ministry is also considered for Benchmarking.
- EPS parameter for unlisted CPSE.
- Proportionate marks for achievement of 50% to 100% Targets.
- No marks for achievement below 50.00% of Targets.

Compliance parameters for 2024-25

S.No.	Parameter	Marks	Source/ Verification
1	DPE guidelines issued from time to time on CSR expenditure by CPSEs.	-1	Administrative Ministry
2	Compliance of provisions in the Companies Act, 2013 (or SEBI (LODR) regulations in case of listed entities) on Corporate Governance such as: (i) Composition of Board of Directors (ii) Board Committees (Audit Committee etc.) (iii) Holding Board Meetings (iv) Related Party Transaction (v) Disclosures and Transparency	-3	Administrative Ministry on the basis of CAG/ Statutory/ Secretarial Audit Report(s)
3	Procurement of goods or services through MSEs as % of Total procurement of goods and services – 25 %	-1	Administrative Ministry on the basis of Sambandh portal
4	Procurement of goods or services through SC/ST MSEs as % of Total procurement of goods and services – 4%	-1	Administrative Ministry on the basis of Sambandh portal
5	Procurement of goods or services through Women MSEs as % of Total procurement of goods and services – 3%	-1	Administrative Ministry on the basis of Sambandh portal
6	Steps and initiative taken for Health & Safety improvement of Human Resources in CPSEs (Target to be prescribed by the Administrative Ministry)	-1	Administrative Ministry

CMD / MD, Telecommunications
Consultants (India) Ltd.

Date -

Secretary, Department of
Telecommunications

Date -

