दूरसंचार विभाग

(भारत सरकार)

तथा

टेलीकम्युनिकेशन्स कंसलटेंट्स इंडिया लिमिटेड

(भारत सरकार का उद्यम)

के बीच

समझौता ज्ञापन 2020-21

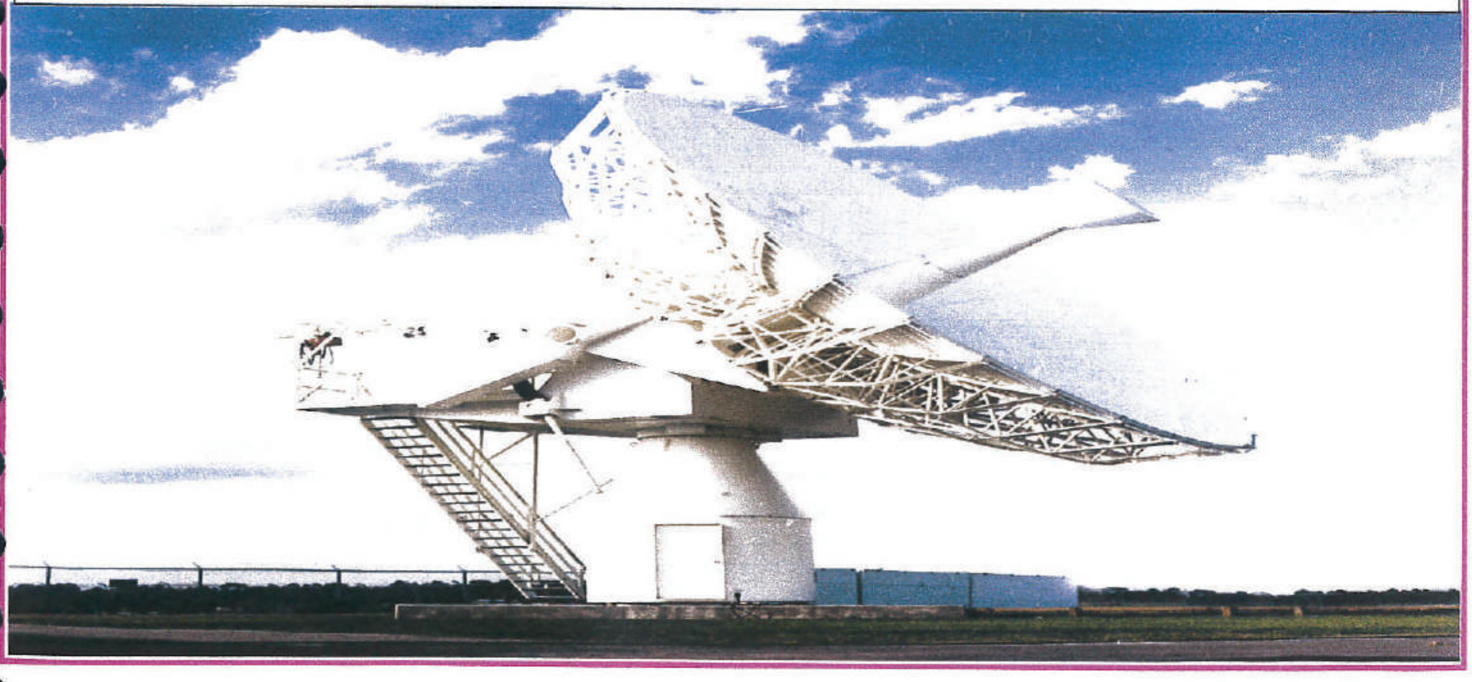
MEMORANDUM OF UNDERSTANDING 2020-21 (MOU)

BETWEEN

DEPARTMENT OF TELECOMMUNICATIONS
(GOVERNMENT OF INDIA)

AND

TELECOMMUNICATIONS CONSULTANTS INDIA LIMITED
(A GOVERNMENT OF INDIA UNDERTAKING)



MoU between Telecommunications Consultants India Ltd & Department of Telecommunications for FY 2020-21

Mandatory Parameters

PART A

						MoU Target for the year 2020-21				
Sr.No.	Financial Performance Criteria	Unit	Marks	2019-20	Best in 5 years	EXCELLENT	VERY GOOD	GOOD	FAIR	POOR
1	**Turnover**									
	Revenue from Operations (Net)	Rs. Crs	10	1,740.90	1616.22	1750	1700	1300	1200	1100
2	**Operating Profit / Revenue from Operations:**									
	Profit before Tax (Excluding Other Income, Extraordinary and Exceptional items) as % of Revenue from operations	%	20	3.87	3.77	4.00	3.00	2.95	2.90	2.85
3	**Return on Investment**									
	PAT / Average Net Worth	%	20	6.51	12.24	6.80	6.50	5.50	4.90	4.80
	Total (A)		**50**							

MoU between Telecommunications Consultants India Ltd & Department of Telecommunications for FY 2020-21

Other Parameters

PART B

Sr.No.	Performance Criteria	Unit	Marks	2019-20	Best in 5 years	MoU Target for the year 2020-21: EXCELLENT	VERY GOOD	GOOD	FAIR	POOR
1	New Orders received during the year	Rs. Crs	6	4,162.39	4384	4384	4163	3000	2500	2000
2	Export as a % of Revenue from Operations (Net)	%	10	40.66	41.23	41.23	40.66	33.00	30.00	28.00
3	Completion of milestones of clients orders/ agreements (of Rs. 50 crs. or more) without time overrun.	%	10	--	--	100	95	90	85	80
4	Trade receivables (Net) as number of days of Revenue from Operations (gross)	No. of Days	5	296	244	60	180	200	210	220
5	Reduction in claims against the company not acknowledged as Debts (overall claims)	%	9	18.70	18.09	20.00	18.00	16.00	14.00	12.00
6	Percentage of procurement of Goods and Services through GeM portal to total procurement of goods and services during the previous year i.e 2019-20.	%	5	--	--	25	20	15	10	5
7	Entry in a new Country by getting project(s) of minimum value Rs. 5 crs.	Date	5	--	--	31/1/21	15/2/21	28/2/21	15/3/21	31/3/21
	Total (B)		50							

1. In working out achievements for the year, quantified qualifications of CAG/ Statutory Auditors would be adjusted in case of overstatement of Revenue/ Profit/ Surplus or understatement of Loss/ Deficit, in addition to negative marks prescribed in MoU guidelines.
2. Adjustment would be made in the targets in case of improvement in actual performance over the estimated performance in the base year (2019-20) as per MoU guidelines.
3. It was agreed that targets decided are unconditional and no offset will be allowed on any ground. Further evaluation would be subject to compliance of Additional Eligibility criteria as contained in MoU guidelines.

For Telecommunications Consultants India Ltd.

(RAJIV GUPTA)
Chairman & Managing Director

For Department of Telecommunications

(ANSHU PRAKASH)
Chairman, Digital Communications Commission & Secretary (Telecom)
Ministry of Communications

PART A
Trend Analysis

Sl. No.	Financial Performance Criteria	Unit	Target v/s Actual	2014-15	2015-16	2016-17	2017-18	2018-19
1	Revenue from Operations- Gross	Rs crore		802.08	1327.72	1139.05	1232.63	1616.22
	Revenue from Operations- Net		Actual	802.08	1327.72	1139.05	1232.63	1616.22
			MoU (V.G)	825.00	1000.00	1400.00	1550.00	1500.00
2	a. Profit before Tax	Rs crore		23.78	64.57	79.51	59.95	66.92
	b. Other Incomes			29.4	30.48	66.06	28.16	5.99
	c. Extraordinary & Exceptional items			-	-	-	-	-
	d. Prior period items			-	-	-	-	-
	e. Operating Profit/ Loss (a-b+/-c+/-d)		Actual	(5.62)	34.09	13.45	31.79	60.93
			MoU	-	-	-	-	
	Operating Profit % Revenue from operation			**(0.70)**	**2.57**	**1.18**	**2.58**	**3.77**
3	a. PAT	Rs crore		21.37	51.12	70.82	46.08	43.9
	b. Net Worth at year end (Excl. OCI)			480.95	545.61	612.04	649.60	671.28
	c. Average Net Worth			467.83	513.28	578.83	630.82	660.44
	d. PAT/ Net Worth	%	Actual	**4.57**	**9.96**	**12.24**	**7.30**	**6.65**
			MoU (V.G)	0.23	3.67	6.36	10.00	6.50
	e. Paid-up Share Capital	Rs crore		43.20	59.20	59.20	59.20	59.20
	f. GoI share	%		100%	100%	100%	100%	100%
	g. Reserves and surplus (Other Equity)	Rs crore		430.16	464.44	529.72	558.70	567.89
	h. Reserves and surplus (excluding OCI)	Rs crore		-	486.41	552.84	590.4	612.08
4	Total Expenses	Rs crore		807.70	1315.84	1125.60	1200.84	1555.29
5	Total Incomes			831.48	1358.21	1205.11	1260.79	1622.22
6	Total Expenses/ Total Incomes	%		97.14	96.88	93.40	95.25	95.87
7	Detail of other incomes							
	a. Interest	Rs crore		1.28	1.11	1.97	2.99	1.43
	b. Dividend			15.07	27.07	57.82	20.47	0.07
	c. Other Incomes			13.05	2.3	6.27	4.7	4.49
	d. Total			29.4	30.48	66.06	28.16	5.99
8	a. Cash and Bank Balance and equivalent	Rs crore		27.77	73.43	86.00	166.70	130.80
	b. Investment in mutual funds			-	-	-	-	-
	c. Investment in shares other than subsidiary/ JVs			-	-	-	-	-
	d. Total (a+b+c)			27.77	73.43	86.00	166.70	130.80
	e. Cash credit/ Over-draft loan/ Short-Term loan			52.36	66.87	0.38	28.56	135.7
	f. Balance in Current account			12.67	40.62	21.86	30.73	8.46
9	Dividend paid/ declared for the year, excluding Dividend Tax	Rs crore		2.58	3.65	7.08	18.43	17.56

PART B
Trend Analysis

Sl. No.	Performance Criteria	Unit	Target v/s Actual	2014-15	2015-16	2016-17	2017-18	2018-19
1	New Orders received during the year	Rs crore	Actual	4,383.50	2,022.81	1,307.66	1,976.52	2,714.03
			MoU (V.G)	N/A	1,400.00	1,150.00	1,800.00	2,000.00
2	Turnover from Overseas	Rs crore	Actual	330.66	407.00	377.36	382.88	619.53
			MoU	350.00	266.00	407.00	-	-
	Turnover			802.08	1,327.72	1,139.05	1,232.63	1,616.22
	Export as %age revenue from Operation	%	Actual	41.23	30.65	33.13	31.06	38.33
			MoU (V.G)	-	-	-	35.00	32.00
3	Trade Receivables excl unbilled debtors (net) as number of days of RO (gross)	Days	Actual	360	255	312	244	274
			MoU (V.G)		-	-	205	240
4	Return (share of profit/loss) on investment in Joint Ventures	%	Actual	217.04	208.27	130.46	(33.45)	(161.00)
			MoU (V.G)	-	-		210.00	30.00
5	Claims against the Company not acknowledge as debt							
	By Central Government	Rs crore		16.70	19.55	19.51	16.75	72.96
	By State Government			0.25	0.25	0.25	0.19	1.31
	By CPSEs			-	-	-	-	-
	Others			280.76	328.84	319.96	280.49	248.18
	Total			297.71	348.64	339.72	297.43	322.45
	Reduction / (Increase)	%	Actual	(14.0)	(17.1)	2.6	12.84	18.09
			MoU (V.G)	-	-	-	9.00	6.50

			Encl.: 1
Subsidiaries			
Year	**Name of subsidiary**	**Amount Invested (Rs.)**	**Share in its profit (Rs.)**
2014-15	Tamilnadu Telecommunications Ltd. (TTL)	22,38,37,000	(4,20,17,035)
2015-16		22,38,37,000	(7,70,05,068)
2016-17		22,38,37,000	(7,73,90,306)
2017-18		22,38,37,000	(7,05,85,970)
2018-19		22,38,37,000	(7,69,56,803)
	Name of subsidiary	**Amount Invested (Rs.)**	**Share in its profit (Rs.)**
2014-15	TCIL Oman LLC	1,20,92,435	600
2015-16		1,20,92,435	(24,093)
2016-17		1,20,92,435	(4,900)
2017-18		1,20,92,435	(29,400)
2018-19		1,20,92,435	(3,825)
	Name of subsidiary	**Amount Invested (Rs.)**	**Share in its profit (Rs.)**
2014-15	TCIL Bina Toll Road Limited (TBTRL)	19,57,00,000	(9,42,02,465)
2015-16		19,57,00,000	(10,43,19,740)
2016-17		19,57,00,000	(10,46,08,423)
2017-18		19,57,00,000	(5,10,61,000)
2018-19		19,57,00,000	(5,21,87,000)
	Name of subsidiary	**Amount Invested (Rs.)**	**Share in its profit (Rs.)**
2014-15	TCIL Lakhnadone Toll Road Limited (TLTRL)	14,05,00,000	(2,52,125)
2015-16		23,11,00,000	(4,23,774)
2016-17		23,11,00,000	(4,64,00,498)
2017-18		23,11,00,000	(1,59,02,000)
2018-19		23,11,00,000	(5,81,000)
	Name of subsidiary	**Amount Invested (Rs.)**	**Share in its profit (Rs.)**
2018-19	TCIL USA Inc.	47,82,585	(24,584)
Grand Total			
Year	Amount Invested (Rs.)	Share in its profit (Rs.)	
2014-15	57,21,29,435	(13,64,71,025)	
2015-16	66,27,29,435	(18,17,72,675)	
2016-17	66,27,29,435	(22,84,04,127)	
2017-18	66,27,29,435	(13,75,78,370)	
2018-19	66,75,12,020	(12,97,53,212)	

			Encl.: 2
Joint Ventures			
Year	**Name of Joint Venture**	**Amount Invested (Rs.)**	**Share in its profit (Rs.)**
2014-15	Bharti Hexacom Limited (BHL)	1,06,20,00,000	3,21,21,00,000
2015-16		1,06,20,00,000	3,08,40,00,000
2016-17		1,06,20,00,000	1,98,00,00,000
2017-18		1,06,20,00,000	(33,57,00,000)
2018-19		1,06,20,00,000	(2,16,60,00,000)
	Name of Joint Venture	**Amount Invested (Rs.)**	**Share in its profit (Rs.)**
2014-15	TBL International Limited (TBL)	83,72,675	10,31,206
2015-16		83,72,675	9,02,798
2016-17		83,72,675	12,65,960
2017-18		83,72,675	64,264
2018-19		83,72,675	(21,00,000)
	Name of Joint Venture	**Amount Invested (Rs.)**	**Share in its profit (Rs.)**
2014-15	United Telecom Limited (UTL)	35,84,19,250	(11,32,72,758)
2015-16		35,84,19,250	(11,33,34,192)
2016-17		35,84,19,250	(12,57,79,481)
2017-18		35,84,19,250	(16,03,75,629)
2018-19		35,84,19,250	(15,32,00,000)
	Name of Joint Venture	**Amount Invested (Rs.)**	**Share in its profit (Rs.)**
2014-15	Intelligent Communications Systems India Ltd. (ICSIL)	36,00,000	90,15,622
2015-16		36,00,000	1,16,84,520
2016-17		36,00,000	1,32,51,240
2017-18		36,00,000	1,70,14,680
2018-19		36,00,000	1,52,00,000
	Name of Joint Venture	**Amount Invested (Rs.)**	**Share in its profit (Rs.)**
2014-15	Telecommunications Consultants Nigeria Ltd.	7,496	-
2015-16		7,496	-
2016-17		7,496	-
2017-18		5,382	-
2018-19		-	
Grand Total			
Year	Amount Invested (Rs.)	Share in its profit (Rs.)	
2014-15	1,43,23,99,421	3,10,88,74,070	
2015-16	1,43,23,99,421	2,98,32,53,126	
2016-17	1,43,23,99,421	1,86,87,37,719	
2017-18	1,43,23,97,307	(47,89,96,685)	
2018-19	1,43,23,91,925	(2,30,61,00,000)	