

Telecommunications Consultants (India) Ltd. (Consolidated) - MoU 2023-24

S.No.	Name of Parameter	Unit	Weightage	Target 2023-24
1	Revenue from Operations	Rs. Cr.	35	2251
2	Exports/Income from overseas	Rs. Cr.	8	531
3	EBITDA as % of Revenue from operations	%	10	2.17
4	Return on Net Worth	%	15	17.14
5	Asset Turnover ratio	%	5	44.49
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 number of days of Revenue from Operations	Number of Days	5	90
9	Earning per Share	Rs.	15	51.51
		Total	100	

Notes:

- The targets are based on projections for the FY 2022-23 and the same shall be subject to revision on the basis of audited figures.
- 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.

2	Compliance of Board of Directors on Board the various Board Committees including Board Management, Board Policy Transparenc... and Transparency	Administrative Ministry on the basis of Annual Report
3	Target as given by MCI Program Admin's Manual for 2022-23	Administrative Ministry on the basis of MCI Report
4	Procurement of goods or services through MSEs as % of Total procurement of goods and services - 10%	Administrative Ministry on the basis of Quarterly report
5	Procurement of goods or services through SC/ST MSE as % of Total procurement of goods and services - 7%	Administrative Ministry on the basis of Quarterly report
6	Procurement of goods or services through Women MSE as % of Total procurement of goods and services - 3%	Administrative Ministry on the basis of Quarterly report
7	Steps and initiatives taken for growth & Salary improvement of employees. Resources in CPSE (Target to be prescribed by the Administrative Ministry)	Administrative Ministry

Compliance parameters for 2023-24

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	Target as given by NITI Aayog on Assets Monetization Milestones	-1	Administrative Ministry on the basis of confirmation from NITI Aayog
4	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
5	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
6	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
7	Steps and initiative taken for Health & Safety improvement of Human Resources in CPSEs (Target to be prescribed by the Administrative Ministry)	-1	Administrative Ministry

Compliance parameters for 2023-24

S.No.	Parameter	Marks	Source/ Verification
8	Compliance with provisions relating to TReDS as outlined in DPE OM No. DPE-7(4)/2007- Fin dated 04-05-2020	-1	Administrative Ministry

Sanjeev Kumar

CMD / MD, Telecommunications
Consultants (India) Ltd.

Date - 24-08-2023

Anurag Chandra

Secretary, Department of
Telecommunications

Date -

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