

MEMORANDUM OF UNDERSTANDING

FOR THE YEAR

2022-23

BETWEEN



NBCC (India) Limited

(A Government of India Enterprise)

AND



HSCC (India) Limited

(Wholly-owned Subsidiary of NBCC (India) Limited)

(A Government of India Enterprise)

HSCC (INDIA) Ltd. MoU 2022-23

S.No.	Parameter	Unit	Weightage	Target 2022-23
1	Revenue from Operations	Rs. in Cr.	15	1650
2	Capacity Utilization- Built-up Area	Mill. Sq. ft.	25	5.56
3	Exports/ Income from Overseas	Rs. in Cr.	10	6.50
4	EBITDA as a percentage of Revenue	%	10	3.90
5	Return on Net Worth	%	10	22.60
6	Asset Turnover Ratio	%	05	55.58
7	Acceptance/ Rejection of invoice of Goods & Services through Treds Portal	%	05	100
8	Procurement from GeM as % of total procurement	%	07	25
9	Trade Receivables as no.of days of Revenue from Operations	Number of Days	03	90
10	EPS for the Company (In lieu of Total Return to Shareholders)	Rs.	10	1400
		Total	100	

Notes:

- The targets are based on estimates for the FY 2021-22.
- Proportionate marks for achievement of 50% to 100% Targets except for the parameter on EPS for the Company (In lieu of Total Return to Shareholders).
- No marks for achievement below 50% of Targets.

MD, HSCC (INDIA) Ltd.

CMD, NBCC (INDIA) Ltd.

Compliance Parameters for 2022-23

S.No.	Parameter	Marks	Source/ Verification
1	DPE guidelines issued from time to time on CSR expenditure by CPSEs.	-1	Administrative Ministry/C PSE
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/CPSE on the basis of CAG/ Statutory/Secretarial Auditor Report(s)
3	Target as given by NITI Aayog on Assets Monetization Milestones	-1	Administrative Ministry/CPSE on the basis confirmation from NITI Aayog
4	(i) Procurement of goods or services through MSEs as % of Total procurement of goods and services-25%	-1	Administrative Ministry/CPSE on the basis of Sambandh portal
5	(ii) Procurement of goods or services through SC/ST MSEs as % of Total procurement of goods and services-4%	-1	Administrative Ministry/CPSE on the basis of Sambandh portal
6	(iii) Procurement of goods or services through Women MSEs as % of Total procurement of goods and service-3%	-1	Administrative Ministry/CPSE 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/CPSE



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