



सत्यमेव जयते

दूरसंचार विभाग

(भारत सरकार)

तथा

टेलीकम्युनिकेशन्स कंसलटेंट्स इंडिया लिमिटेड

(भारत सरकार का उद्यम)

के बीच



समझौता जापन 2019-20

MEMORANDUM OF UNDERSTANDING 2019-20

(MOU)

BETWEEN

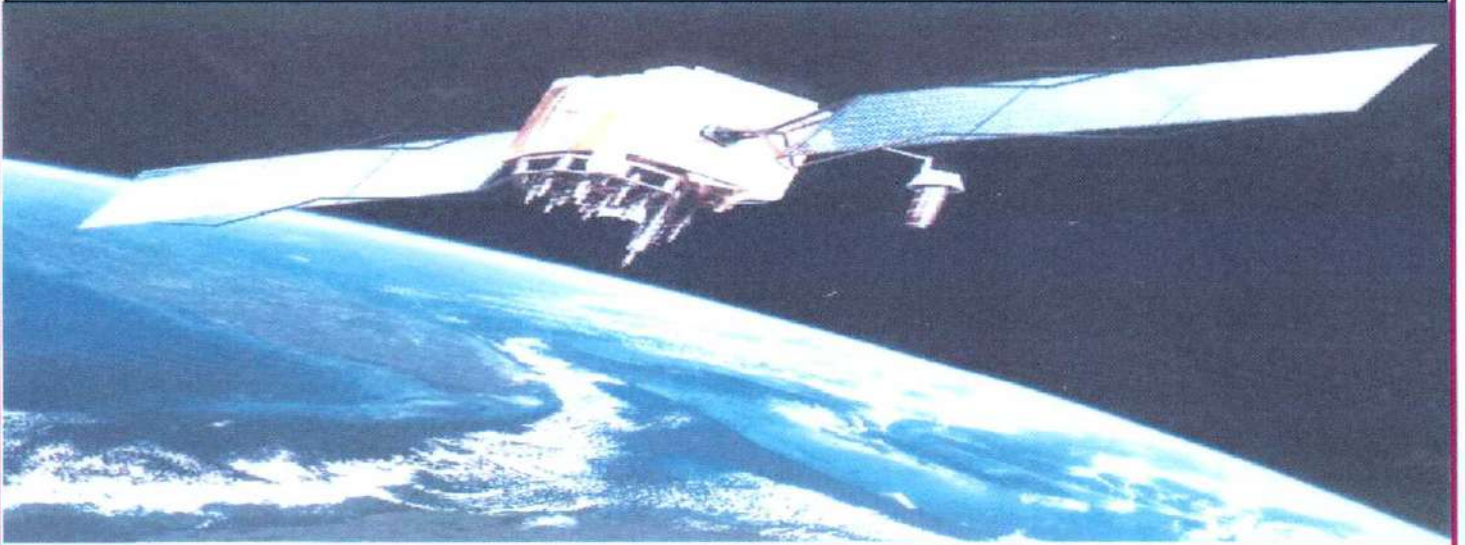
DEPARTMENT OF TELECOMMUNICATIONS

(GOVERNMENT OF INDIA)

AND

TELECOMMUNICATIONS CONSULTANTS INDIA LIMITED

(A GOVERNMENT OF INDIA UNDERTAKING)



MoU between Telecommunications Consultants India Ltd & Department of Telecommunications for FY 2019-20

Mandatory Parameters

PART A

Sr.No.	Financial Performance Criteria	Unit	Marks	2018-19 (Estimate)	Best in 5 years	MoU Target for the year 2019-20					% Improvement (V/G wrt. Estimate: 18-19)
						EXCELLENT	VERY GOOD	GOOD	FAIR	POOR	
1	Turnover										
	Revenue from Operations (Net)	Rs. Crs	10	1,650	1327.72	1900	1850	1600	1400	1300	12.12
2	Operating Profit / Revenue from Operations:										
	Profit before Tax (Excluding Other Income, Extraordinary and Exceptional items) as % of Revenue from operations	%	20	3.09	2.58	3.20	3.12	3.05	3.00	2.95	0.97
3	Return on Investment										
	PAT / Average Net Worth	%	20	6.70	12.24	7.50	7.10	6.50	6.00	5.50	5.97
	Total (A)		50								

Other Parameters

PART B

Sr.No.	Performance Criteria	Unit	Marks	2018-19 (Estimate)	Best in 5 years	MoU Target for the year 2019-20					% Improvement (V/G wrt. Estimate:18-19)
						EXCELLENT	VERY GOOD	GOOD	FAIR	POOR	
1	New Orders received during the year	Rs. Crs	5	2700	4384	3300	3000	2500	2400	2300	11.11
2	Export as a % of Revenue from Operations (Net)	%	10	37.5	43.15	38	37	36	35	34	-1.33
3	Completion of milestone of clients orders/ agreements (of Rs. 200 crs. or more) without time overrun.	%	3	--	--	100	95	90	85	80	--
4	1st Billing from setting up of Startup in the area of IOT (Internet of Things) for application in Transportation and IT along with IISC Bangalore for Revenue Generation	Date	5	--	--	31.01.20	15.02.20	29.02.20	15.03.20	31.03.20	--
5	Trade receivables (Net) as number of days of Revenue from Operations (gross)	No. of Days	4	249	244	200	220	255	265	275	11.65
6	Reduction in claims against the company not acknowledged as Debts (overall claims)	%	3	--	--	15.00	12.00	10.00	8.00	6.00	--
7	Exit of TCIL's stake in Subsidiaries on or before 31.03.20 (No. of Subsidiaries)	Nos	3	--	--	3	2	1	-	-	--
8	HRM PARAMETER										
a)	i. Online submission ACR/APAR in respect of all executives (E0 & above) along with compliance of prescribed timeline w.r.t. Writing of ACR/APAR.	No. of parameters	4	--	--	8	7	6	5	4	--
	ii. Online Quarterly vigilance clearance updation for Senior executives (E5 and above).										
	iii. Updation of Succession plan and its approval by Board of Directors.										
	iv. Holding of DPC without delay for Executives (E0 & above level).										
	v. Talent Management & career progression by imparting at least 1 week training of at least 5% Executives (E0 & above) in Centre of Excellence within India e.g. IITs, IIMs, NITs, ICAI, etc.										
	vi. Updation of Career Paths for all levels and its approval by Board of Directors										
	vii. Training in new area from Centre of Excellence (Minimum one week training) to atleast 60 Executives.										
	viii. Review & Implementation of employee performance on the lines of FR(56) j and submitting a compliance report to Board of Directors at the end of the year.										
b)	Initiatives for work life balance as well as Leadership development for women employees	No. of Initiatives	4	--	--	15	14	13	12	11	--
c)	Capability development programs for executives to build their technical & managerial competencies for higher positions with special focus on web learning programs.	No. of programs	4	--	--	10	9	8	7	6	--
9	Other sector specific										
	Entry in a new Country by getting project(s) of minimum value of Rs. 1 cr	Date	5	--	--	30.11.19	31.12.19	31.01.20	29.02.20	31.03.20	--
	Total (B)		50								

- In working out achievements for the year 2019-20, quantified qualification 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.
- 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.


(A. SESHAGIRI RAO)
Chairman & Managing Director

For Department of Telecommunications


(ARUNA SUNDARARAJAN)
Chairperson, Digital Communications Commission & Secretary (Telecom)
Ministry of Communications

27 MAY 2019

2

27 MAY 2019

PART A
Trend Analysis

Sl. No.	Financial Performance Criteria	Unit	Target v/s Actual	2013-14	2014-15	2015-16	2016-17	2017-18
1	Revenue from Operations- Gross	Rs crore		800.08	802.08	1327.72	1139.05	1232.63
	Revenue from Operations- Net		Actual	800.08	802.08	1327.72	1139.05	1232.63
			MoU	950.00	825.00	1000.00	1400.00	1550.00
2	a. Profit before Tax	Rs crore		20.03	23.78	64.57	79.51	59.95
	b. Other Incomes			16.43	29.4	30.48	66.06	28.16
	c. Extraordinary & Exceptional items			-	-	-	-	-
	d. Prior period items			-	-	-	-	-
	e. Operating Profit/ Loss (a-b+/-c+/-d)		Actual	3.60	(5.62)	34.09	13.45	31.79
			MoU	-	-	-	-	-
	Operating Profit % Revenue from operation			0.45	(0.70)	2.57	1.18	2.58
3	a. PAT	Rs crore		14.75	21.37	51.12	70.82	46.08
	b. Net Worth at year end			454.7	480.95	545.61	612.04	649.60
	c. Average Net Worth			447.93	467.83	513.28	578.83	630.82
	d. PAT/ Net Worth	%	Actual	3.29	4.57	9.96	12.24	7.30
			MoU	-	0.23	3.67	6.36	10.00
	e. Paid-up Share Capital	Rs crore		43.20	43.20	59.20	59.20	59.20
	f. Gol share	%		100%	100%	100%	100%	100%
	g. Reserves and surplus (Other Equity)	Rs crore		411.50	430.16	464.44	529.72	558.70
h. Reserves and surplus (excluding OCI)	Rs crore		-	-	486.41	552.84	590.4	
4	Total Expenses	Rs crore		796.48	807.70	1315.84	1125.60	1200.84
5	Total Incomes	Rs crore		816.52	831.48	1358.21	1205.11	1260.79
6	Total Expenses/ Total Incomes	%		97.55	97.14	96.88	93.40	95.25
7	Detail of other incomes							
	a. Interest	Rs crore		1.27	1.28	1.11	1.97	2.99
	b. Dividend			3.82	15.07	27.07	57.82	20.47
	c. Other Incomes			11.34	13.05	2.3	6.27	4.7
	d. Total			16.43	29.4	30.48	66.06	28.16
8	a. Cash and Bank Balance and equivalent	Rs crore		35.24	27.77	73.43	86.00	166.70
	b. Investment in mutual funds			-	-	-	-	-
	c. Investment in shares other than subsidiary/ JVs			-	-	-	-	-
	d. Total (a+b+c)			35.24	27.77	73.43	86.00	166.70
	e. Cash credit/ Over-draft loan/ Short-Term loan			84.81	52.36	66.87	0.38	28.56
	f. Balance in Current account			20.42	12.67	40.09	21.36	30.24
9	Dividend paid/ declared for the year, excluding Dividend Tax	Rs crore		1.03	2.58	3.65	7.08	18.43

PART B
Trend Analysis

Sl. No.	Performance Criteria	Unit	Target v/s Actual	2013-14	2014-15	2015-16	2016-17	2017-18
1	New Orders received during the year	Rs crore	Actual	1,241.00	4,383.50	2,022.81	1,307.66	1,976.52
			MoU	1,100.00	N/A	1,400.00	1,150.00	1,800.00
2	Turnover from Overseas	Rs crore	Actual	345.27	330.66	407.00	377.36	382.88
			MoU	280.00	350.00	266.00	407.00	-
	Turnover		Actual	800.08	802.08	1,327.72	1,139.05	1,232.63
			MoU					
Export as %age revenue from Operation	%	Actual	43.15	41.23	30.65	33.13	31.06	
		MoU	-	-	-	-	35.00	
3	Trade Receivables excl deferred debtors (net) as number of days of RO (gross)	Days	Actual	294	360	255	312	244
			MoU			-	-	205
4	Return (share of profit/loss) on investment in Joint Ventures	%	Actual	121.66	217.04	208.27	130.46	(33.45)
			MoU	-	-	-		210.00
5	Claims against the Company not acknowledge as debt							
	By Central Government	Rs crore		15.12	16.70	19.55	19.51	16.75
	By State Government			0.25	0.25	0.25	0.25	0.19
	By CPSEs			-	-	-	-	-
	Others			245.67	280.76	328.84	319.96	280.49
	Total			261.04	297.71	348.64	339.72	297.43
	Reduction / (Increase)		%	Actual	(3.8)	(14.0)	(17.1)	2.6
MoU		-		-	-	-	9.00	

			Encl.: 1
Subsidiaries			
Year	Name of subsidiary	Amount Invested (Rs.)	Share in its profit (Rs.)
2013-14	Tamilnadu Telecommunications Ltd. (TTL)	223,837,000	(50,138,510)
2014-15		223,837,000	(42,017,035)
2015-16		223,837,000	(77,005,068)
2016-17		223,837,000	(77,390,306)
2017-18		223,837,000	(70,585,970)
	Name of subsidiary	Amount Invested (Rs.)	Share in its profit (Rs.)
2012-13	Intelligent Communications Systems India Ltd. (ICSIL)	3,600,000	5,121,042
2013-14*		-	-
	Name of subsidiary	Amount Invested (Rs.)	Share in its profit (Rs.)
2013-14	TCIL Oman LLC	12,092,435	15,560
2014-15		12,092,435	600
2015-16		12,092,435	(24,093)
2016-17		12,092,435	(4,900)
2017-18		12,092,435	(29,400)
	Name of subsidiary	Amount Invested (Rs.)	Share in its profit (Rs.)
2013-14	TCIL Bina Toll Road Limited (TBTRL)	195,700,000	1,408,210
2014-15		195,700,000	(94,202,465)
2015-16		195,700,000	(104,319,740)
2016-17		195,700,000	(104,608,423)
2017-18		195,700,000	(51,061,000)
	Name of subsidiary	Amount Invested (Rs.)	Share in its profit (Rs.)
2013-14	TCIL Lakhnadone Toll Road Limited (TLTRL)	140,500,000	-
2014-15		140,500,000	(252,125)
2015-16		231,100,000	(423,774)
2016-17		231,100,000	(46,400,498)
2017-18		231,100,000	(15,902,000)
* From the year 2013-14, ICSIL has become JV company of TCIL.			
Grand Total			
Year	Amount Invested (Rs.)	Share in its profit (Rs.)	
2013-14	572,129,435	(48,714,740)	
2014-15	572,129,435	(136,471,025)	
2015-16	662,729,435	(181,772,675)	
2016-17	662,729,435	(228,404,127)	
2017-18	662,729,435	(137,578,370)	

Joint Ventures			
Year	Name of Joint Venture	Amount Invested (Rs.)	Share in its profit (Rs.)
2013-14	Bharti Hexacom Limited (BHL)	1,062,000,000	1,804,500,000
2014-15		1,062,000,000	3,212,100,000
2015-16		1,062,000,000	3,084,000,000
2016-17		1,062,000,000	1,980,000,000
2017-18		1,062,000,000	(335,700,000)
	Name of Joint Venture	Amount Invested (Rs.)	Share in its profit (Rs.)
2013-14	TBL International Limited (TBL)	8,372,675	2,707,624
2014-15		8,372,675	1,031,206
2015-16		8,372,675	902,798
2016-17		8,372,675	1,265,960
2017-18		8,372,675	64,264
	Name of Joint Venture	Amount Invested (Rs.)	Share in its profit (Rs.)
2013-14	United Telecom Limited (UTL)	358,419,250	(71,437,104)
2014-15		358,419,250	(113,272,758)
2015-16		358,419,250	(113,334,192)
2016-17		358,419,250	(125,779,481)
2017-18		358,419,250	(160,375,629)
	Name of Joint Venture	Amount Invested (Rs.)	Share in its profit (Rs.)
2013-14	Intelligent Communications Systems India Ltd. (ICSIL)	3,600,000	6,864,531
2014-15		3,600,000	9,015,622
2015-16		3,600,000	11,684,520
2016-17		3,600,000	13,251,240
2017-18		3,600,000	17,014,680
	Name of Joint Venture	Amount Invested (Rs.)	Share in its profit (Rs.)
2013-14	Telecommunications Consultants Nigeria Ltd.	7,496	-
2014-15		7,496	-
2015-16		7,496	-
2016-17		7,496	-
2017-18		5,382	-
Grand Total			
Year	Amount Invested (Rs.)	Share in its profit (Rs.)	
2013-14	1,432,399,421	1,742,635,051	
2014-15	1,432,399,421	3,108,874,070	
2015-16	1,432,399,421	2,983,253,126	
2016-17	1,432,399,421	1,868,737,719	
2017-18	1,432,397,307	(478,996,685)	