

MOU

2017-18

BETWEEN

RailTel Corporation of India Ltd.

AND

RailTel Enterprises Ltd.

RailTel Enterprises Limited

MoU 2017-18

PART A						Rs. in Crore				
S.No.	Financial Performance Criteria	Unit	Marks	Current Year (Provisional)	Best in 2 years	MOU Target for the year 2017-18				
						Excellent	V.G.	Good	Fair	Poor
i.	Turnover Revenue from Operations	Rs. Crore	10	20.20	5.68	63	60	57	54	52
ii	Operating Profit / Loss									
	Operating Profit/Revenue from Operation	%	20	7.43%	2.99%	8.26%	7.87%	7.49%	7.14%	6.80%
Returns on investment:										
iii	PAT/Average Net Worth	%	20	13.22%	7.23%	25.90%	24.66%	23.49%	22.37%	21.31%
Total (A)			50							

PART-B

S*	Performance Criteria	Unit	Marks	Upto March 17 Estimate	Best in 5 years	MOU Target for the year 2017-18				
						Ex.	V.Good	Good	Fair	Poor
						100	80	60	40	20
iv	New Orders Received during the Year	in Rs. Cr.	10	23	NA	31.50	30	28.50	27.10	25.70
v	Revenue from New Product (IT projects & services)	in Rs. Cr.	10	0.1	NA	10.5	10	9.5	9	8.50
vi	Completion of milestone of clients order (top 5 contracts as per Annexure B)	% of milestones	10	80	NA	100	90	80	70	60
vii	Trade Receivables (Net) as number of days of Revenue from Operations (gross) (no. of days)	Days	10	108	23	90	100	110	120	130
viii	Any other sector specific result oriented measurable parameter:									
(a)	ISO 20000 Certification	Date	5			30.11.17	15.12.17	31.12.17	15.01.18	31.01.18
(b)	Implementation of video surveillance system at Railway stations (500 nos out of 900 nos)%	% of milestones	5			100	90	80	70	60
Total			50							

Grand Total			100							
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Director
REL



CMD
RailTEL

08.06.2017

RailTel Enterprises Limited

Annexure B to MoU 2017-18

Completion of milestone of clients order :

Names of clients with estimated value of orders:

- 1) IRCTC Rs. 9.00 cr
- 2) Municipal Corporation Gurgaon Rs. 2.2 cr
- 3) Gurgaon Metropolitan Development Authority Rs. 2.1 cr
- 4) PFC - Rs. 2.00 cr
- 5) RailTel/ESIC – Rs. 8.00 cr.

All these works have been targeted to be completed during 2017-18

