

**MEMORANDUM  
OF  
UNDERSTANDING**

**Between**

**Department of Telecommunications**

**GOVERNMENT OF INDIA**

**And**

**Bharat Sanchar Nigam Ltd.**

**For the Year 2021-22**

Bharat Sanchar Nigam Ltd. ( standalone ) - MOU 2021-22						
S.No	Name of the parameter	Unit	Weightage	Estimate for (2020-21)	Best of Legacy performance	Target 2021-22
1.	Revenue from Operations	Rs in Cr	15	17452	28404	25411
2.	Assets Turnover Ratio	%	5	14.00	24.06	25.46
3.	EBITDA as a percentage of Revenue	%	10	6.33	9.04	18.64
4.	Total Expense to Total Income	%	15	140.02	115.20	120
5.	Earning per share	Rs.	15	-14.88	-9.59	0
6.	Total Income	Rs. in Cr.	20	18595	32411	25053
7.	Trade Receivables as no of days of Revenue from Operations	Number of days	5	81	34	60
8.	CAPEX	Rs. in Cr.	10	623	8058	19115
9.	CAPEX achievement till end of 3rd Quarter	Rs. in Cr.	5	1185	6043	17204
		Total	100			

**NOTE:**

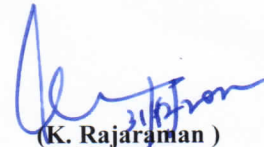
- The targets are based on audited accounts for the FY 2020-21.
- Vision provided by the administrative Ministry is also considered for Benchmarking.
- CAPEX targets of CPSEs – As per Budget Document of Union Govt. (Statement 26).
- Earnings per share for unlisted CPSEs. For Loss making, target is for achieving positive EPS.
- Proportionate marks for achievement of 50 % to 100% targets – Applicable to all except for parameters on : “ CAPEX achievement by 3rd Quarter”, “ Total Expense to Total Income” and “ EPS for Loss making CPSEs”
- No marks for achievement below 50.00 % of target.
- In working out achievement for 2021-22, quantified qualifications of CAG / Statutory Auditors to be adjusted in case of overstatement of Revenue / Profit / surplus or understatement of Loss / Deficit.

S No	Parameter	Marks	Source / verification
1	25 % of Total Procurement From GeM portal: ( Procurement of goods and services through GeM portal during the year as per GeM ) / ( Total procurement of goods and services during the previous year as per Sambandh portal ) * 100	-2	Administrative Ministry on the basis of GeM portal and Sambandh portal
2	DPE guidelines on select matters i) Pay revision guidelines and review of profitability of CPSEs for pay revision ii) Expenditure Management Economy Measures and rationalisation of Expenditure iii) Guidelines on Accessible India Campaign ( suganya Bharat Abhiyan ) iv) Guidelines on implementation of the Apprenticeship Act, 1961 v) Guideline issued from time to time on CSR expenditure by CPSEs	-2	Administrative Ministry on the basis of CAG Reports etc.
3	Compliances 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 Auditors Reports.
4	Target as given by DIPAM / NITI Aayog : i) Dividend Payout ii) Assets Monetization Milestones iii) Specific disinvestment milestones	-2	Administrative Ministry on the basis confirmation from DIPAM / Niti Aayog
5	Procurement and timely payment to Micro, small and Medium Enterprises:- ( 25% of procurement of goods or services through MSEs (including 4% from SC/ST MSEs and 3% from Women MSEs ) during the year as per Samband Portal ) / ( Total procurement of goods and services during the year as per Samband portal)	-2	Administrative Ministry on the basis Sambandh portal
6	Steps and initiative taken for Health & Safety improvement of Human Resources in CPSEs (Target to be prescribed by the Administrative Ministry)- BSNL propose Organising of 20 Nos of Health Camps / OPD at BSNL C.O.	-1	Confirmation by Administrative Ministry



(Pravin Kumar Purwar)  
CHAIRMAN & MANAGING DIRECTOR  
BHARAT SANCHAR NIGAM LIMITED

DATE :- 31/1/2022



(K. Rajaraman)  
SECRETARY  
DEPARTMENT OF TELECOMMUNICATIONS  
& CHAIRMAN DIGITAL COMMUNICATION  
COMMISSION  
DATE:-