YULE

MEMORANDUM OF UNDERSTANDING

BETWEEN

GOVERNMENT OF INDIA
DEPARTMENT OF HEAVY INDUSTRY
MINISTRY OF HEAVY INDUSTRIES
& PUBLIC ENTERPRISES

AND

ANDREW YULE & CO. LTD.

YEAR 2018-19

Annexure-1

ANDREW YULE & COMPANY LIMITED

Brief about the CPSE

1.	Name of the CPSE	Andrew Yule & Company Limited
2.	Status (Please tick) : As per DPE guidelines	~~Sick / Incipient Sick~~ / Weak / ~~None~~
3.	Reasons of Sickness, if applicable	N.A.
4.	Whether registered with BIFR, if yes, details	N.A.
5.	Schedule of the CPSE (Please tick)	~~A~~ / B / ~~C / D / none~~
6.	Purpose for which CPSE has been setup and the main business now	Purpose for which CPSE has been set up - Trading and Manufacturing. The main business now - Tea, Engineering and Electrical
7.	Number and Name of subsidiary companies along with amount invested and share in its profit during last five years	3 (three) i. Hooghly Printing Co. Ltd. ii. Yule Engineering Ltd. iii. Yule Electrical Ltd.

Year	Name of Subsidiary	Amount invested (Rs. in lakhs)	Share in its profit (Rs. in lakhs)
2012-13	Hooghly Printing Co. Ltd.	103.2	7.51
2013-14	Hooghly Printing Co. Ltd.	103.2	10.24
2014-15	Hooghly Printing Co. Ltd.	103.2	6.71
2015-16	Hooghly Printing Co. Ltd.	103.2	12.66
2016-17	Hooghly Printing Co. Ltd.	103.2	-3.31
2012-13	Yule Engineering Ltd.	5.00	- 0.25
2013-14	Yule Engineering Ltd.	5.00	- 0.18
2014-15	Yule Engineering Ltd.	5.00	- 0.31
2015-16	Yule Engineering Ltd.	5.00	- 0.13
2016-17	Yule Engineering Ltd.	5.00	-0.18
2012-13	Yule Electrical Ltd.	5.00	- 8.87
2013-14	Yule Electrical Ltd.	5.00	- 0.32
2014-15	Yule Electrical Ltd.	5.00	- 0.22
2015-16	Yule Electrical Ltd.	5.00	- 0.08
2016-17	Yule Electrical Ltd.	5.00	-0.02

8.	Number and Name of Joint Venture companies along with amount invested and share in its profit during last five years	None

Year	Name of Joint Venture	Amount invested (Rs. in lakhs)	Share in its profit (Rs. in lakhs)
2012-13	Tide Water Oil Co.(I) Ltd.	141.07	1317.23
2013-14	Tide Water Oil Co.(I) Ltd.	141.07	1279.63
2014-15	Tide Water Oil Co.(I) Ltd.	141.07	3312.17
2015-16	Tide Water Oil Co.(I) Ltd.	158.56	1269.30
2016-17	Tide Water Oil Co.(I) Ltd.	158.56	1231.68

9.	Details of revival plan approved earlier	The Revival plan was structured on 30th October, 2007 (as approved by BIFR). The Company came out of BIFR as per their Order dated 8th July, 2015.

Annexure - II PART-A

	Unit	Marks	2017-18 (Estimated)	Best In 5 Years	2018-19 MOU Target Excellent (5)	V. Good (4)	Good (3)	Fair (2)	Poor (1)	% of Improvement
Turnover										
Revenue from Operations	Rs. In Crore	10	395.65	407.61	450.00	430.00	420.00	410.00	400.00	8.68
Operating Profit/Loss										
Reduction in operating Loss over previous year	in %	20	-16.66 Cr.	14.85 Cr.	100.00	80.00	60.00	40.00	20.00	80.00
Return on Investment										
PAT / Average Net Worth	in %	20	4.52	29.24	8.00	6.00	4.00	3.00	2.00	32.74
Total (1+2+3)		50								

Annexure - II PART-B

	Unit	Marks	2017-18 (Estimate)	Best in 5 Years	2018-19 MOU Target Excellent (5)	V. Good (4)	Good (3)	Fair (2)	Poor (1)	% of Improvement
i. **Capacity Utilization**										
a) Tea Production	LKG	6	115	117.61	118	117	115	114	112	1.74
b) Production of Transformer (Electrical Division)	MVA	4	1255	1362.5	1400	1300	1200	1100	1000	3.59
vii. **Technology up-gradation**										
Development of inhouse facility for the manufacturing of Resin Cast Transformer for Commercial Use & its first billing	Date	5			31/12/2018	15/01/2019	31/01/2019	15/02/2019	15/03/2019	
ix. CAPEX (Details of projects are at Annexure-B)	Rs in Crore.	5	25.6	22.32	30.00	26.00	22.00	18.00	16.00	1.56
xi. Inventory of finished goods and Work-in-progress to Revenue from operations(Net)	No of Days	4	18.54	13.53	17.00	18.50	19.50	20.50	21.50	0.22
xiii Trade Receivables (Net) as number of days of Revenue from Operations(Gross)	No of Days	3	86.03	85.66	80.00	86.00	87.00	88.00	89.00	0.03
xiv. Reduction in overall Claims against the Company not acknowledged as	in %	3	3.63 Cr.		10.00	8.00	6.00	4.00	2.00	8.00
xviii **HRM related parameters**										
a) Assessment of level of Pepole Capability Maturity Model (PCMM) in the CPSE & placing the matter before the Board for taking a decision whether to go for upgradation in level and, yes, geting the approval for the timelines from the Board. If not justifiable reason to be recorded in the	Date	4			15/12/2018	15/01/2019	31/01/2019	15/02/2019	28/02/2019	
b) Online Human Resource Management System (HRMS) Implementation (consisting of online employee data administration, employee self service, exit procedure, talent management,etc.) and its integration with finance.	Date	4			15/12/2018	15/01/2019	31/01/2019	15/02/2019	28/02/2019	
c) Preparation of Carrer Paths and its approval by the Board (E2 & above)	Date	2			15/12/2018	15/01/2019	31/01/2019	15/02/2019	28/02/2019	
xix **Any other result-oriented parameters taken for target setting**										
a) Tea export as a % of Total production of tea	in %	10	0.81% of Total tea production	-	1.00	0.80	0.70	0.50	0.50	
Total (1+2+3+4+5+6+7)		50								
Total [A& B]		100								

1 The targets are based on Provisional figures submitted by the CPSE for 2017-18. In case of better performance, the difference between actual achievement and estimate submitted by the CPSE to the year 2017-18, shall be added to the targets of 2018-19 .

2. At the time of MOU Evaluation, whenever the figures are not verifiable from the Annual Report, verification of the same would be done on the basis of certification/ resolution by Board of Directors.

3. The targets decided in MoU are unconditional and no offset will be allowed . Further evaluation would be subject to compliance of additional eligibility criteria as contained in para 14.2 of MoU

(DEBASIS JANA)
Chairman & Managing Director
Andrew Yule & Company Limited

(DR. A. R. SIHAG)
Secretary to the Govt. Of India
Department of Heavy Industry,
Ministry of Heavy Industries & Public Enterprises