



MEMORANDUM OF UNDERSTANDING

BETWEEN

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

AND

ANDREW YULE & CO. LTD.

YEAR 2020-21

Annexure - II PART-A

	Unit	Marks	2019-20 (Est.)	Best in 5 Years	2020-21 MOU Target					
					Excellent (5)	V. Good (4)	Good (3)	Fair (2)	Poor (1)	
A. Mandatory Parameters:										
1 Turnover										
Revenue from Operations (Net of taxes)	Rs. In Crore	10	299.00	405.50	405.50	300.00	275.00	250.00	225.00	
2 Operating Profit/Loss										
a) Reduction in Operating Loss/ Deficit over previous year	in %	20	Op. Loss of Rs.52 Cr.	--	100.00	80.00	60.00	50.00	40.00	
3 Return on Investment										
PAT as percentage of Average Net Worth	in %	20	Loss of Rs. 21 Cr.	22.75	22.75	10.00	3.00	2.50	2.00	
Total (1+2+3)		50								


Annexure - II PART-B


	Unit	Marks	2019-20 (Est.)	Best in 5 Years	2020-21 MOU Target				
					Excellent (5)	V. Good (4)	Good (3)	Fair (2)	Poor (1)
B. Optional Parameters :									
1 Capacity Utilization									
a) Tea Production	LKG	10	115.42	117.6	118	116	115	114	113
3 Exports (Tea only) as percentage of Revenue from Operations (Net)									
	in %	10	1.20	1.18	1.25	1.20	1.10	0.90	0.70
5 Production Efficiency Parameter									
a) Increase in % of Made Tea from Green Leaf over Previous year	in %	2	--	--	0.25	0.22	0.20	0.18	0.16
b) Area of Re-plantation in Tea Estate	Hectare	2	89	101	101	92	90	87	85
c) Tea price over North India auction average	Rs./Kg	2	26	36.88	37	30	25	22	20
6 Completion of milestone of clients orders / agreements without time overrun (other than tea division)									
	in %	2	--	--	100	95	90	85	80
11 Inventory of finished goods and work in progress to Revenue from Operations (Net)									
	No of Days	5	24.42	17.65	17.00	18.00	19.00	20.00	21.00
13 Trade Receivables (Net) as number of days of Revenue from Operations(Gross)									
	No of Days	5	63.00	77.56	60.00	63.00	79.00	81.00	83.00
19 Other sector specific result oriented measurable parameters.									
a) Percentage of procurement of goods and services through GeM portal to total procurement of goods and services during the previous year i.e. FY 2019-20	in %	5	--	--	25	20	15	10	5
b) Increase in Productivity at Tea Gardens over previous year	in %	2	1950 Kgs/Ha.	1966 Kgs/Ha.	0.83	0.50	0.30	0.20	0.10
c) Reduction in Energy Consumption for production of per Kg Tea over the previous year	in %	2	1.05KWH/Kg	1.10KWH/Kg	5.00	4.00	1.00	0.75	0.50
d) Increase in Open Market Tea Sales as a % of Total Tea Sales in 2019-20	in %	3	--	--	10	6	4	2	1
Total (1+2+3+5+6+11+13+19)		50							
Total [A & B]		100							

1 The targets are based on Provisional figures submitted by the CPSE for 2019-20. In case of better performance, the difference between actual achievement and estimate submitted by the CPSE to the year 2019-20, shall be added to the targets of 2020-21.

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 guidelines 2017-18 onwards.


(SANJOY BHATTACHARYA)
 Chairman & Managing Director
 Andrew Yule & Company Limited


(ARUN GOEL)
 Secretary to the Govt. Of India
 Department of Heavy Industry,
 Ministry of Heavy Industries & Public Enterprises