



MEMORANDUM OF UNDERSTANDING

BETWEEN

**MINISTRY OF HEAVY INDUSTRIES
GOVERNMENT OF INDIA**

AND

ANDREW YULE & COMPANY LIMITED

YEAR - 2021-22



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**MINISTRY OF HEAVY INDUSTRIES
GOVERNMENT OF INDIA**

AND

ANDREW YULE & CO. LTD.

YEAR 2021-22

Andrew Yule & Company Ltd. (Consolidated) - MoU 2021-22						
S.No.	Name of Parameter	Unit	Weightage	Estimates for (2020-21)	Best of Legacy performance	Target 2021-22
1.	Revenue from Operations	Rs. In Cr.	10			395
2.	Asset turnover ratio	%	5			76.89
3.	EBITDA as a percentage of Revenue	%	10			8.67
4.	Return on Network	%	10			11.05
5.	Return on Capital Employed	%	5			9.80
6.	Market capitalization - Share price improvement over BSE Industrial Index	%	15			7.5
7.	Production Tea	Lakh Kg	25			110.19
8.	Trade Receivables as number of days of Revenue from Operations	Number of Days	5			60
9.	CAPEX	Rs. In Cr.	10			23
10.	CAPEX achievement till end of 3rd quarter	Rs. In Cr.	5			20.7
		Total	100			

Notes:

- 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).
- Proportionate marks for achievement of 50% to 100% Targets - Applicable to all except for parameters on "CAPEX achievement by 3rd Quarter".
- No marks for achievement below 50.00% of Target.
- In working out achievements for FY 2021-22, quantified qualifications of CAG/ Statutory Auditors to be adjusted in case of overstatement of Revenue/ Profit/ Surplus or understatement of Loss/ Deficit.

Compliance parameters for 2021-22

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 Rationalization of Expenditure iii) Guidelines on Accessible India Campaign (Sugamya Bharat Abhiyan) iv) Guidelines on implementation of the Apprenticeship Act, 1961 v) Guidelines issued from time to time on CSR expenditure by CPSEs.	-2	Administrative Ministry on the basis of CAG Reports etc.
3.	Compliance 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 Auditor Report(s)
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 Sambandh Portal)/ (Total procurement of goods and services during the year as per Sambandh Portal)	-2	Administrative Ministry on the basis of Sambandh portal
6.	Steps and initiative taken for Health & Safety improvement of Human Resources in CPSEs (Target to be prescribed by the Administrative Ministry)	-1	Confirmation by the administrative Ministry

CMD / MD, Andrew Yule & Company Ltd.

Date -

10-01-2022

Secretary, Ministry of Heavy Industries

Date -