लोक/राज्य सभा के पटल पर रखे जाने के लिए
To be laid on the table of Lok/Rajya Sabha
अधिप्रमाणित / AUTHENTICATED
दिनांक
Date
बाबुल सुप्रियो
Babul Supriyo
राज्य मंत्री/MOS
भारी उद्योग एवं लोक उद्यम मंत्रालय
Ministry of Heavy Industries of Public Enterprises

PER VIM ET VIRTUTEM

1863 2013

150 years by Strength and Courage

YULE

MEMORANDUM OF UNDERSTANDING

BETWEEN

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

AND

ANDREW YULE & CO. LTD.

YEAR 2016-17

MOU TARGET FOR 2016-17 : ANDREW YULE & CO. LTD.

FORM-1 PART-A

Sl. No.	Evaluation Criteria	Unit	Weight	2016-17 MOU Target				
				Excellent (100)	V. Good (80)	Good (60)	Fair (40)	Poor (20)
[i]	**Capacity Utilization**							
a)	Tea Production	Lac Kg	6	116	110	108	106	104
b)	Production of Transformer (Electrical Division)	MVA	4	1300	1200	1100	1000	900
[ii]	**Efficiency Parameters (Physical Operations)**							
A)	**Productive efficiency**							
a)	Increase in Productivity at Tea Gardens over Previous Year	%	3	1.0	0.8	0.6	0.4	0.2
b)	Increase in % of Made Tea from Green leaf over Previous Year	%	3	1.40	1.20	1.00	0.80	0.60
c)	Additional Replantation in Tea Estate	Hectare	4	110	108	106	102	100
B)	**Technology up-gradation**							
	Upgradation of Technology for Production of 100 KVA 5-star rating Amorphos Core Transformer after CPRI certification for Commercial use - 1st Billing	Date	5	28/02/2017	07/03/2017	15/03/2017	22/03/2017	31/03/2017
C)	**Research & Development**							
	Development of Tube Axial Fans for commercial use - 1st Billing	Date	5	15/02/2017	28/02/2017	07/03/2017	15/03/2017	31/03/2017
[iii]	**Leveraging Net Worth**							
	CAPEX (Attached Annexure-A)	Rs Cr.	15	10.30	8.00	7.50	7.00	6.50
[iv]	**Monitoring Parameter**							
	Percentage of value of CAPEX contracts/projects running/completed during the year without time/cost overrun to total value of CAPEX contracts running/completed during the year.	%	5	100	90	80	70	60
[v]	**Turnover for Operations**							
	Revenue from Operations (Net of excise duty)	Rs. In Cr.	5	417	397	377	358	340
[vi]	**Operating Profit/Surplus**							
	Reduction in Losses (excluding Other Income, Extraordinary and Exceptional Items) over the previous year	%	10	100	80	70	60	50

MoU 2016-17
Approved by IMC
Signed

Evaluation Criteria		Unit	Weight	2016-17 MOU Target				
				Excellent (100)	V. Good (80)	Good (60)	Fair (40)	Poor (20)
[vii]	**Early signs of weakness**							
	Reduction in claims against the Company not acknowledged as debt, over the previous year in r/o CPSEs & Others	%	5	3.00	2.50	2.00	1.50	1.00
[viii]	**Marketing efficiency ratios**							
A)	Number of days of Inventory of finished goods and Work-in-progress to sale of products	No. of Days	5	16	18	20	22	24
B)	Trade Receivables as percentage of Revenue from Operations(Gross)	%	5	23	24	25	26	27
[ix]	**Return on Investment**							
a)	Dividend / PAT	%	5	30.00	29.00	28.00	27.00	26.00
b)	PAT / Net Worth	%	10	4.50	4.00	3.50	3.00	2.00
c)	Dividend / Networth	%	5	1.35	1.16	0.98	0.81	0.52
	Total [i to x]		100					

1 The targets are based on Provisional figures submitted by the CPSE for 2015-16. In case of better performance, the difference between actual achievement for the year 2015-16 and estimates submitted by the CPSE, shall be added to the targets of 2016-17.

2 At the time of MoU Evaluation, wherever 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 in any condition. Further evaluation would be subject to compliance of additional eligibility criteria as contained in para 14.2 and 14.3 of MoU Guidelines 2016-17.

(SUNIL MUNSHI)
Chairman & Managing Director
Andrew Yule & Company Limited

MoU 2016-17
Approved by IMC
Signed

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

Annexure - A

Statement of CAPEX for Financial Year 2016-17			
Sl. No.	Particulars	Amount (Rs. In Lakh)	Scheduled date of Completion
1	Factory and Associated Buildings	**145.75**	31.03.2017
2	Labour Quarters & Toilets	**238.75**	31.03.2017
3	Plant and Machinery	**333.70**	31.03.2017
4	Electrical Installation	**84.84**	31.03.2017
5	Water Installation	**10.50**	31.01.2017
6	Purchase of Machinery	**45.10**	31.12.2016
7	Computer & Design Software	**58.76**	31.01.2017
8	Furniture & Fittings	**12.60**	31.03.2017
9	Installation of Solar Rooftop Panels	**100.00**	31.03.2017
	Total :-	**1030.00**	

TREND OF ANDREW YULE PERFORMANCE OF FINANCIAL PARAMETERS FOR THE LAST FOUR YEARS ALONG WITH PROJECTIONS

FORM-1 PART-B

Sl. No.	Particulars	UNIT	2011-12 Actual	2012-13 Actual	2013-14 Actual	2014-15 Actual	2015-16 up to 30.09.15	2015-16 Audited Actual	2016-17 Projection	2015-16 Actual	2016-17 Revised Projection
i)	**Capacity Utilization**										
a)	Tea Production	Lac Kg	108	111	108	108	78	**116**	116	**116**	**112**
b)	Production of Transformer (Elect. Divn)	MVA	883	623	1019	1270	433	**1064**	1300	**1064**	**1300**
ii)	Efficiency Parameters (Physical Operations)										
A) a.	Productivity at Tea Gardens	Kg / Hectare	1642	1789	1806	1850	1281	**1950**	1950	**1950**	**1950**
b.	Percentage of Made Tea from Green Leaf	Recovery in %	22.45	22.55	22.58	22.60	20.50	**22.19**	22.50	**22.19**	**22.50**
c.	Plantation in Tea Estate (Replantation)	Hectare	129	138	167	140	70	**120**	110	**120**	**110**
iii)	CAPEX	Rs. Crores	8.04	3.97	7.95	11.30	4.60	**6.11**	10.30	**6.11**	**10.30**
iv)	Paid-up Share Capital	Rs. Crores	66.73	66.73	95.30	95.30	95.30	**95.30**	95.30	**95.30**	**95.30**
v)	Accumulated Reserves	Rs. Crores	69.45	80.98	116.10	123.18	129.33	**131.40**	140.09	**131.40**	**140.09**
vi)	Net Worth	Rs. Crores	136.09	147.62	211.40	218.48	224.63	**226.70**	235.39	**226.70**	**235.39**
vii)	Borrowings (shown in Non-current Liability)	Rs. Crores	174.04	105.06	80.57	81.61	84.61	**69.67**	69.67	**69.67**	**69.67**
viii)	Borrowings / Net Worth	in %	127.89	71.17	38.11	37.35	37.67	**30.73**	29.60	**30.73**	**29.60**
x)	Revenue from Operations (Gross)	Rs. Crores	301.95	323.17	381.19	406.27	188.14	**375.53**	404.00	**375.53**	**404.00**
xi)	Revenue from Operations (Net of excise duty)	Rs. Crores	290.69	311.14	366.82	389.65	177.38	**359.56**	**417.00**	**359.56**	**417.00**
xii)	Profit before Tax	Rs. Crores	12.04	14.06	25.42	13.89	6.16	**9.28**	9.65	**9.28**	**9.65**
xiii)	Other Income	Rs. Crores	11.73	10.59	10.57	12.50	3.62	**30.43**	23.00	**30.43**	**23.00**
xiv)	Extraordinary Items	Rs. Crores	2.61	0.00	0.00	0.00	0.00	**0.00**	0.00	**0.00**	**0.00**
xv)	Exceptional Items	Rs. Crores	0.00	0.00	0.00	0.00	0.00	**0.00**	0.00	**0.00**	**0.00**
xvi)	Profit before Tax (excluding Other Incomes,Extraordinary & Exceptional Items)	Rs. Crores	-2.30	3.47	14.85	1.39	2.54	**-21.15**	**(-)13.35**	**(-) 21.15**	**(-) 13.35**
xvii)	Profit After Tax [PAT]	Rs. Crores	11.85	11.35	22.29	12.96	6.16	**8.36**	8.69	**8.36**	**8.69**
xviii)	Revenue from Operations(Net) / Total Expences [excluding extra ordinary & Exceptional items and Income Tax Exp]	in %	100.98	101.83	103.13	99.54	87.42	**93.36**	90.57	**93.36**	**99.92**
xix)	Closing inventory of finished goods	Rs. Crores	3.78	3.70	4.16	8.25	21.77	**10.49**	11.50	**10.49**	**11.50**
xx)	Closing inventory of Work-in-progress goods	Rs. Crores	8.54	6.49	9.75	8.87	23.42	**10.90**	12.00	**10.90**	**12.00**
xxi)	Sale of Products (Net of Excise duty)	Rs. Crores	266.42	291.14	326.06	351.04	167.04	**353.10**	397.00	**353.10**	**397.00**
xxii)	Number of days of inventory of finished goods and Work-in-progress to Sale of Products. (whereever applicable)	No of Days	17	13	16	18	99	**22**	16	**22**	**16**
xxiii)	Trade Receivables of over 6 months	Rs. Crores	10.93	20.41	15.27	23.81	18.37	**28.61**	28	**28.61**	**28.00**
xxiv)	Trade Receivables (Total)	Rs. Crores	75.81	96.04	94.08	100.76	77.74	**96.96**	99.00	**96.96**	**99.00**
xxv)	Trade Receivables as percentage of Revenue from Operations(Gross)	in %	25.11	29.72	24.68	24.80	41.32	**25.82**	23.00	**25.82**	**24.50**
xxvi)	Cash and Bank Balance	Rs. Crores	101.72	90.38	94.87	89.65	65.99	**88.54**	88.82	**88.54**	**88.82**
xxvii)	PAT / Net Worth	in %	8.71	7.69	10.54	5.93	2.74	**3.69**	4.50	**3.69**	**3.69**
xxviii)	Dividend / Net Worth	in %	0.00	0.00	0.00	1.53	0.00	**1.06**	1.35	**1.06**	**1.06**
xxix)	Dividend / PAT	in %	0.00	0.00	0.00	25.77	0.00	**28.83**	30.00	**28.83**	**28.77**
xxx)	Claims against the Company not acknowledged as debt	Rs. Crores	6.25	6.25	0.69	1.47	1.47	**2.03**	1.97	**2.03**	**2.03**

PART-V

Self declaration/certification by AYCL

It is hereby certified that the targets/actual achievements in respect of MoU parameters have been worked out as per MoU Guidelines by adopting the norms and definitions laid down in MoU Guidelines for the year 2016-17. In case, any deviation is found at any point of time, DPE is free to evaluate the performance as per MoU Guidelines. AYCL has no right of claim in this regard.

Authorised Signatory