



MEMORANDUM OF UNDERSTANDING

BETWEEN

**MINISTRY OF HEAVY INDUSTRIES
GOVERNMENT OF INDIA**

AND

ANDREW YULE & CO. LTD.

YEAR 2022-23

Andrew Yule & Company Ltd. (Consolidated) - MoU 2022-23

S.No.	Name of Parameter	Unit	Weightage	Target 2022-23
1	Revenue from Operations	Rs. in Cr.	5	446
2	Production (Tea)	Lakh Kg	20	121.21
3	CAPEX	Rs. in Cr.	10	27.83
4	Exports	Rs. In Cr.	8	6.5
5	EBITDA as a percentage of Revenue	%	10	10.23
6	Return on Net Worth	%	15	11.05
7	Asset Turnover Ratio	%	5	76.89
8	Acceptance/ Rejection of Goods & Services through TReDS Portal	%	5	100
9	Procurement from GeM as % of total procurement	%	2	25

10	Trade Receivables as no. of days of Revenue from Operations	Number of Days	3	56
11	Expenditure on R&D / Innovations Initiatives as % of PBT	%	2	2.00
12	Total Return to Shareholder (Over BSE 500 Index)	%	15	0.00
		Total	100	

Notes:

- The targets are based on estimates for the FY 2021-22.
- Vision provided by the administrative Ministry is also considered for Benchmarking.
- CAPEX targets of CPSEs - As per vision provided by Administrative Ministry/ CPSE.
- Target for Expenditure on R&D/ Innovations Initiatives is based on PBT of FY 2022-23 and achievement to be confirmed based on Annual Report of CPSE.
- Proportionate marks for achievement of 50% to 100% Targets except for the parameter on TRS.
- No marks for achievement below 50.00% of Targets.

Compliance parameters for 2022-23			
S.No.	Parameter	Marks	Source/ Verification
1	DPE guidelines issued from time to time on CSR expenditure by CPSEs.	-1	Administrative Ministry
2	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)
3	Target as given by NITI Aayog on Assets Monetization Milestones	-1	Administrative Ministry on the basis confirmation from NITI Aayog
4	(i) Procurement of goods or services through MSEs as % of Total procurement of goods and services – 25 %	-1	Administrative Ministry on the basis of Sambandh portal
5	(ii) Procurement of goods or services through SC/ST MSEs as % of Total procurement of goods and services – 4%	-1	Administrative Ministry on the basis of Sambandh portal
6	(iii) Procurement of goods or services through Women MSEs as % of Total procurement of goods and services – 3%	-1	Administrative Ministry on the basis of Sambandh portal
7	Steps and initiative taken for Health & Safety improvement of Human Resources in CPSEs (Target to be prescribed by the Administrative Ministry)	-1	Administrative Ministry

CMD / MD, Andrew Yule & Company Ltd.

Date – 03/11/2022

Secretary, Ministry of Heavy Industries

Date -

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