

MEMORANDUM OF UNDERSTANDING

BETWEEN

THE SHIPPING CORPORATION OF INDIA LTD.

&

MINISTRY OF PORTS, SHIPPING AND WATERWAYS

GOVERNMENT OF INDIA

FOR THE YEAR

2021-22

The Shipping Corporation of India 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.	5	3703	4425	4300
2.	Asset Turnover Ratio	%	5	28.57	33.54	39.15
3.	EBITDA as a percentage of Revenue	%	10	35.57	35.57	38.21
4.	Return on Net Worth	%	10	9	9	9.00
5.	Return on Capital Employed	%	5	6.78	8.14	7.91
6.	Market capitalization - Share price improvement over BSE Industries Index	%	15			7.5
7.	Ship Availability as a % of total ships	%	10			100
8.	Total Income	Rs. In Cr.	10			4396
9.	Trade Receivables as number of days of Revenue from Operations	Number of Days	5			60
10.	CAPEX	Rs. In Cr.	10			80
11.	CAPEX achievement till end of 3rd quarter	Rs. In Cr.	5			72
12.	Exports as % of Revenue from Operations	%	10			27
		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 parameter on CAPEX achievement by 3rd Quarter.
- No marks for achievement below 50.00% of Targets.
- 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 Rationalisation 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 basis of 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, The Shipping Corporation of India Ltd.

Date - 17/11/2022

Secretary, Ministry of Ports, Shipping and Waterways

Date - 17/11/2022