

MEMORANDUM OF UNDERSTANDING

BETWEEN

THE SHIPPING CORPORATION OF INDIA LTD.

&

MINISTRY OF PORTS, SHIPPING AND WATERWAYS

GOVERNMENT OF INDIA

FOR THE YEAR

2022-23

Shipping Corporation of India Ltd. (Consolidated) - MoU 2022-23

S.No.	Name of Parameter	Unit	Weightage	Target 2022-23
1	Revenue from Operations	Rs. in Cr.	5	5340
2	Ship availability as % of Total Ships	%	20	100
3	CAPEX	Rs. in Cr.	10	466
4	Exports as a % of Revenue from Operations	%	8	30.75
5	EBITDA as a percentage of Revenue	%	10	38.21
6	Return on Capital Employed	%	15	9.69
7	Asset Turnover Ratio	%	5	46.66
8	Acceptance/ Rejection of Goods & Services through TReDS Portal	%	5	100
9	Procurement from GeM as % of total procurement	%	2	25/100 Pakij -
10	Trade Receivables as no. of days of Revenue from Operations	Number of Days	5	59
11	Total Return to Shareholders (over BSE 500 Index)	%	15	0.00
		Total	100	

Notes:

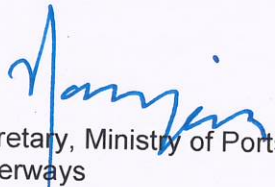
- The targets are based on estimates for the FY 2021-22.
- Vision provided by the administrative Ministry is also considered for Benchmarking.
- CAPEX targets of CPSEs - As per Vision provided by CPSE/ Ministry.
- Proportionate marks for achievement of 50% to 100% Targets except for the parameter on 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, Shipping Corporation of India Ltd.

Date – 30/9/2022


Secretary, Ministry of Ports, Shipping and Waterways

Date – 30/9/2022