

# MEMORANDUM OF UNDERSTANDING (MOU)

FOR THE YEAR

**2016-17**

BETWEEN



**THE GOVERNMENT OF INDIA**

REPRESENTED BY

**THE MINISTRY OF HEAVY INDUSTRIES**

**&**

**PUBLIC ENTERPRISES**

AND



**ENGINEERING PROJECTS (INDIA) LTD.**

*(A Government of India Enterprise)*

**A Mini Ratna Company**

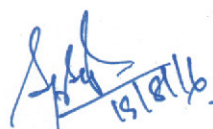
## EPI's MOU FOR 2016-17 (FORM-I, PART A)

Sl. No.	Evaluation Criteria	Unit	Wt.	MoU Target				
				Excellent 100	Very Good 80	Good 60	Fair 40	Poor 20
<b>i)</b>	<b>Capacity Utilisation :</b>							
	New Orders Secured during the year (Domestic & Foreign)	Cr.	10	2200	2000	1900	1800	1700
<b>ii)A.</b>	<b>Efficiency Parameters :</b>							
i)	Completion of Milestones in Clients' assignments without time overrun (Top 3 Major Projects and Namami Gange & Oman Project) (As per Annexure-I enclosed)	%	7	100	95	90	85	80
ii)	Reduction in Fixed Expenses over previous year (Excluding Depreciation)	Cr.	3	2.50	2.25	2.00	1.75	1.50
<b>B.</b>	<b>Technology Up-gradation :</b>							
	Implementation of project Information & Collaboration Systems	Date	5	01.01.17	01.02.17	15.02.17	15.03.17	31.03.17
<b>iii)</b>	<b>Leveraging Net Worth :</b>							
	Securing New Projects in new areas by way of diversification (i.e. other than Building works)	Nos.	15	5	4	3	2	1
<b>iv)</b>	<b>Monitoring Parameter :</b>							
	Reduction in Trade Receivables of over 6 months over previous year	%	5	20	15	13	12	10
<b>v)</b>	<b>Turnover from Operations :</b>							
	Revenue from operations (net of excise duty)	Cr.	10	1450	1400	1350	1300	1250
<b>vi)</b>	<b>Operating Profit / Surplus :</b>							
	Profit Before Tax (excluding other Income, Extraordinary and Exceptional Items)	Cr.	10	20	15	12	10	9
<b>vii)</b>	<b>Early Signs of Weakness :</b>							
	Reduction in Claims against the Company not acknowledged as debt, over the previous year, claims raised by others**	Cr.	5	30	24	18	12	6


Sl. No.	Evaluation Criteria	Unit	Wt.	MoU Target				
				Excellent	Very Good	Good	Fair	Poor
				100	80	60	40	20
<b>viii)A. Marketing Efficiency Ratios :</b>								
	New Overseas orders	Cr.	5	250	225	200	175	150
<b>B. Marketing Efficiency Ratios :</b>								
	Trade Receivables as percentage of Revenue from Operations (Gross)	%	5	23	24	25	26	27
<b>ix) Return on Investment :</b>								
i)	Dividend / PAT	%	5	30	29	28	27	26
ii)	PAT / Net Worth	%	10	11	10	9	8	7
iii)	Dividend / Net Worth	%	5	3.30	2.90	2.52	2.16	1.82
<b>TOTAL</b>			<b>100</b>					

\*\*However cases where awards are published in favour of EPIL, but defendants have gone to appeal will be excluded.

1. Wherever the figures are not verifiable from the annual report, the verification at the time of MoU Evaluation would be done on the basis of certification by way of resolution regarding achievement of the above parameter by Board of Directors.
2. Targets finalized by IMC are based on provisional figures submitted by the company for FY 2015-16. In case of better performance of the CPSE during the year 2015-16 as compared to Provisional figures, the difference between actual figures and provisional figures shall be added to the targets of 2016-17.
3. 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



**(S. P. S. BAKSHI)**  
Chairman-cum-Managing Director  
Engineering Projects (India) Ltd.



**(GIRISH SHANKAR)**  
Secretary  
Department of Heavy Industry  
Ministry of Heavy Industries &  
Public Enterprises

## MILESTONE OF MAJOR PROJECTS (2016-17)

Sl. No.	Name of Project	Project Value (Rs. Cr.)	Description of Milestone	Target Completion
1.	Engineer- 3 Project (Phase - II), Oman	3004.24	<ul style="list-style-type: none"> <li>– Completion of 40 Kms Addl. Road, Addl. Accommodation at Tusinat and establishment of Camp/Site Offices.</li> <li>– Submission and approval of Road Profile for 25 Kms.</li> <li>– Submission and approval of design, drawings of all civil works, electrical &amp; electronic works.</li> <li>– Preparation of Road Surface Profile for 15 Kms.</li> </ul>	Oct.2016           Dec.2016           Mar.2017
2.	Namami Gange Projects in West Bengal	1000.00	<ul style="list-style-type: none"> <li>– Preparation of DPR of 40 Towns.</li> <li>– Completion of works of Ghats &amp; Cremeatoriums of 5 Towns and Cleaning of Drains, STP etc. (3 Nos. Each)</li> </ul>	Mar.2017
3.	Construction of Border out Posts (BOPs) for Border Security Force (BSF) along Indo-Bangladesh Border in Mizoram & Tripura.	356.76	Completion of 10 Nos. BOPs.	Mar.2017
4.	Construction of Medical College Campus for 100 MBBS Admission Annually and Up-Gradation of the Govt. District Hospital, Barmer.	139.00	Completion of Bldg. structures for Medical College (G+2).	Mar.2017
5.	Construction of Intake Well, Water Treatment Plant, Distribution Pipe Lines, Overhead Tank & Providing Household Connections at Singrauli, M.P.	101.84	Completion of Civil Works of all 9 Nos. OH Tanks and Laying of Feeder Mains (20 Kms) & Pumping Mains (DI Pipes) - (3.9 Kms)	Feb.2017

### % Completion

Excellent	– 100%
Very Good	– 95%
Good	– 90%
Fair	– 85%
Poor	– 80%

## **SELF DECLARATION/CERTIFICATION**

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. EPI has no right of claim in this regard.



**(S. P. S. BAKSHI)**  
Chairman-cum-Managing Director  
Engineering Projects (India) Ltd.