

MEMORANDUM
OF
UNDERSTANDING
BETWEEN
MINISTRY OF RAILWAYS
AND
IRCON INTERNATIONAL LIMITED
FOR THE YEAR
2018 - 19



**MEMORANDUM OF UNDERSTANDING
BETWEEN MINISTRY OF RAILWAYS AND IRCON INTERNATIONAL LIMITED
(2018-19)**

PERFORMANCE CRITERIA

Sl. No	Performance Criteria	Unit	Marks	2017-18 (Est.)	Best in 5 years	MoU Target					% Improvement
						Excellent 100%	Very Good 80%	Good 60%	Fair 40%	Poor 20%	
(A) Mandatory Parameters (Part-A)											
1	Turnover -- Revenue from Operations	Rs. crore	10	3792	4231.78	4200	3800	3700	3600	3500	0.21
2	Operating Profit -- Operating Profit / Revenue from operations (Net)	%	20	4.93	21.62	5.25	5.00	4.90	4.75	4.5	1.42
3	Return on Investment -- PAT / Average Net Worth	%	20	7.15	36.11	7.50	7.11	6.86	6.45	6.04	(0.56)
(B) Other Parameters (Part- B)											
4	Capacity Utilization -- Railway Project Implementation (As per Annexure-A)	Nos.	10			10	9	8	7	6	--
5	New orders received during the year	Rs. crore	5	6107	7464	7500	6100	5500	5200	5000	(0.11)
6	Production Efficiency Parameter-- Assessment of level in line with Project Management Maturity Model (ProMMM) or its equivalent in the CPSE & placing the matter before the Board for taking a decision whether to go for up-gradation in level and, if yes, getting the approval for the timelines from the Board. If no, justifiable reason to be recorded in the Board Resolution	Date	4			15.02.19	28.02.19	15.03.19	22.03.19	31.03.19	
7	Completion of milestone of clients orders/ agreements without time overrun (As per Annexure-B)	Nos.	8			8	7	6	5	4	--
8	CAPEX	Rs. crore	3			95	90	85	80	75	-
9	Trade Receivables (Net) as number of days of revenue from Operations (Gross)	Days	3	69.02	69.04	55	60	64	68	72	13.07
10	Reduction in Claims against the Company not acknowledged as debt (overall)	%	3			12	8	6	5	4	
11	Milestones with respect to Subsidiary CPSEs not signing MoU separately -- Shivpuri-Guna Highway Project: Starting of Toll Collection	Date	2			30.11.18	15.12.18	21.12.18	15.01.19	31.01.19	--
	Bikaner-Phalodi Highway Project: Commencement of toll operations for 75% length	Date	2			30.11.18	15.12.18	31.12.18	15.01.19	31.01.19	
12	Human Resource Management-- Assessment of level in line with People Capability Maturity Model (PCMM) in the CPSE & placing the matter before the Board for taking a decision whether to go for up-gradation in level and, if yes, getting the approval for the timelines from the Board. If not justifiable reason to be recorded in the Board Resolution	Date	2			15.02.19	28.02.19	15.03.19	22.03.19	31.03.19	
	Online Human Resource Management System (HRMS) Implementation (consisting of online employee data administration, employee self-service, exit procedure, talent management, etc.) and its integration with finance	Date	4			15.02.19	28.02.19	15.03.19	22.03.19	31.03.19	

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Sl. No	Performance Criteria	Unit	Marks	2017-18 (Est.)	Best in 5 years	MoU Target					% Improvement
						Excellent 100%	Very Good 80%	Good 60%	Fair 40%	Poor 20%	
13	Other sector specific result oriented measurable parameters: Completion of single line track from Kharsia to Korrichhapur (44 Km)	Date	4			15.03.19	20.03.19	25.03.19	28.03.19	31.03.19	--
	Total		100								

Notes:

- The targets finalized by the IMC are based on provisional/ estimated figures submitted by the CPSE for the year 2017-18. In case of better performance of the CPSE as per actual results, the difference may be added to the targets for the year 2018-19 by the IMC. In case figures for the year 2017-18 are recasted/ restated in audited accounts, comparison of actual results shall be made on recasted/ restated figures.
- The targets were based on estimates for 2017-18 provided in IMC, no cognizance is given to the revised actual figures provided by the administrative ministry vide OM dated 19.04.2018.
- In working out achievements for the year 2018-19, quantified qualifications of CAG/ Statutory Auditors would be adjusted in case of overstatement of Revenue/ Profit/ Surplus or understatement of Loss/ Deficit in addition to the negative marks prescribed in MOU guidelines.
- Targets decided in MOU are unconditional and no offset will be allowed. Further evaluation would be subject to compliance of additional eligibility criteria as contained in MOU guidelines.



(S.K. Chaudhary)
Chairman & Managing Director
Ircan International Limited
New Delhi



(Ranjanesh Sahai)
Secretary, Railway Board
Ministry of Railways
New Delhi

(रंजनेश सहाय)
(RANJANESH SAHAI)
सचिव, रेलवे बोर्ड
Secretary, Railway Board
रेल मंत्रालय/Ministry of Railways
(रेल भवन/Rail Bhawan)
नई दिल्ली/New Delhi

Capacity Utilisation : Railway Project Implementation

Sl. No.	Name of the project	Value (Rs. in crore)	Milestone / Item	Target for Achievement of Milestone	Unit
1	Construction of Rail Link (Gauge conversion between Jaynagar – Bijalpura)	786.00	Completion of 34 Km section between Jaynagar – Kurtha	31.10.2018	Date
2	Jogbani – Biratnagar Rail Link	374.00	Completion of 8 Km section between Barhnaha – Nepal Custom Yard	31.10.2018	Date
3	Udhampur – Srinagar – Baramula (USBRL) Rail Line Project in J&K	16,743.00	Tunnel Excavation	18	Km
4	Udhampur – Srinagar – Baramula (USBRL) Rail Line Project in J&K	16,743.00	Tunnel Lining	13.50	Km
5	Udhampur – Srinagar – Baramula (USBRL) Rail Line Project in J&K	16,743.00	Financial target	1150	Rs.in Crore
6	Hajipur Bachwara: (ECR)	568.71	Track Linking	25	Km
7	Kiul Gaya :(ECR)	1,027.29	Track Linking	30	Km
8	Katani –Singrauli: (WCR)	1,496.78	Track Linking	30	Km
9	Katni Grade Separator	582.13	Finalization and approval of alignment plans and approval of revised estimates from clients	31.03.2019	Date
10	Akhaura Agartala Rail Link Project	569.63	Completion of Piling for Viaduct & Completion of formation	15000 (Piling for Viaduct)	Metre
				1.5 KM (Formation)	KM

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Annexure - B

Completion of milestone of clients orders/agreements without time overrun:

Sl. No	Name of the project	Value (Rs. in crore)	Milestone / Item	Target for Achievement of Milestone	Unit
1	Shivpur-Guna Highway Project	872.00	Cumulative completion of highway works	31.07.2018	Date
2	Bikaner- Phalodi Highway Project	844.00	Cumulative completion of highway works	30.10.2018	Date
3	Mathura - Kasganj - Kalyanpur railway Electrification Project	401.00	150 Track KM of OHE Wiring to be completed	31.03.2019	Date
4	Katni - Singrauli Railway Electrification	272.00	100 Track KM of OHE Wiring to be completed	31.03.2019	Date
5	Development of circulating areas at Santragachi and essential passenger amenities and road connectivity to Kona Expressway for South Eastern Railway	388.29	Station Building Structure to be completed.	31.03.2019	Date
6	Development of coach terminal at Shalimar and provision of essential passenger amenities for South Eastern Railway	341.06	Station Building Structure to be completed.	31.03.2019	Date
7	PMGSY Jharkhand	850.00	Completion of Rural Roads	150	Km
8	NMDC Jagdalpur - Railway Siding Project	429.00	Track Linking- 15 Km (Total Scope – 60 km)	15	Km

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