

NATIONAL SEEDS CORPORATION LIMITED

MoU for the year 2018-19

In fulfillment of the objectives set out, NSC undertakes to achieve the various performance targets for 2018-19 as detailed below :

PART - A

S.No	Performance Criteria	Unit	Marks	Current year (Estimate)	Best in 5 Years	MoU Target				
						Excellent	Very Good	Good	Fair	Poor
1	Turnover- Revenue from Operations Revenue from Operations					100	80	60	40	20
2	Operating Profit / Revenue from operation (Net) (Profit/surplus before Tax excluding Other Income, Extraordinary and Exceptional Items) Operating profit/surplus as a percentage of revenue from operations (net)	Rs. Crore %	10 20	800 1.54	875.58 8.88	900	850	825	800	775
3	Return on Investment: PAT or Surplus/ Average Net Worth	%	20	3.89	20.40	4.25	4.05	3.85	3.65	3.50
	Total (Part-A)		50							
	PART - B									
4	Development or Revenue from new products or product with new features:									
	B.T.Cotton seed production at Farms on Trial Basis	Ha.	5	-	NA	5	4	3	2	1
5	Production Efficiency Parameter:									
	Increase in area under cultivation of land over previous year	Ha.	10	205	-	250	200	190	180	170
6	CAPEX	Rs. Crore	3	20	-	16	15	14	13.5	13
7	Trade receivables as number of days of Revenue from Operations (Gross)									
	Trade receivables (Net) as Revenue from Operations (Gross)	No. of Days	6	100	33	80	90	100	105	110
8	Reduction in claims against the Company not acknowledged as debt(%):									
	Reduction in claims against the Company not acknowledged as debt over the previous year (Others)(%)*	%	3	24.52	16.47	10	8	6	4	2

* However cases where awards are published in favour of NSC, but defendants have gone to appeal shall be excluded and claims on Net basis excluding provision.

S.No	Performance Criteria	Unit	Marks	Current year (Estimate)	Best in 5 years	MoU Target				
						Excellent	Very Good	Good	Fair	Poor
9	Human Resource Management parameter: a) Finalisation of seniority list of manpower for E-0 & above and its circulation. b) 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	-	-	100	80	60	40	20
10	Any other result-oriented parameters taken for target setting: a) Paddy SL-8H Production at farms b) Production of Fish Seed c) Registration of new MSE vendors / Start-up Entrepreneurs with GST No.	Ha. Lakh Nos. Nos.	5 5 3	NA 13.48 -	NA NA -	10 100 25	8 80 24	6 60 23	4 40 22	2 20 21
Total (Part-B)			50							

Note: 1) It was agreed that the targets finalised 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. In case figures for the year 2017-18 are recast/restated in audited accounts, comparison of actual results shall be made based on recasted/ restated figures.

2) 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.

3) It was agreed that 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.

Madhuj

Chairman & Managing Director
National Seeds Corporation Limited

Date: 4.5.2018
Place: New Delhi

Subhrajyoti
Secretary

Ministry of Agriculture & Farmers' Welfare