



सैन्ट्रल रेलसाइड वेअरहाउस कम्पनी लिमिटेड

(केन्द्रीय भण्डारण निगम की सहायक कम्पनी)

एवं

केन्द्रीय भण्डारण निगम

के बीच

2016—2017

के लिए

समझौता ज्ञापन



MEMORANDUM OF UNDERSTANDING

BETWEEN

CENTRAL RAILSIDE WAREHOUSE COMPANY LIMITED
(A Subsidiary of Central Warehousing Corporation)

AND

CENTRAL WAREHOUSING CORPORATION

2016-2017

सैण्ट्रल रेलसाइड वेअरहाउस कंपनी लिमिटेड

(भारत सरकार का उद्यम)

वर्ष 2016-17 के लिए समझौता ज्ञापन लक्ष्य

भाग-क

क्रम सं.	मूल्यांकन मानदंड	इकाई	वेटेज (%)	समझौता ज्ञापन लक्ष्य				
				उत्कृष्ट	बहुत अच्छा	अच्छा	साधारण	निकृष्ट
				100	80	60	40	20
i	क्षमता उपयोग							
	सेवा उद्यमों के लिए क्षेत्र विशेष भौतिक लक्ष्य							
	हैंडल किए जाने वाले कॉर्गों की मात्रा	लाख मी.एन.	10	95	94	92	90	88
ii	कार्यकुशलता मानदंड (भौतिक परिचालन)							
क	उत्पादन कुशलता							
	गत वर्ष की तुलना में परिचालन से राजस्व में प्रत्यक्ष व्यय में % कमी	%	10	3	2.5	2	1.5	0.5
ख	प्रौद्योगिकी उन्नयन							
	वेब आधारित वेअरहाउस प्रबंधन प्रणाली का क्रियान्वयन (रिलटेल कनेक्टिविटी)	रथानों की सं.	5	8	7	6	5	
iii	निवल मूल्य में वृद्धि							
	पूँजीगत व्यय	रु. करोड़	15	14.25	14.00	13.75	13.50	13.25
iv	निगरानी मापदंड							
	वर्ष के दौरान पूरे किए गए पूँजी व्यय ठेकों के मूल्य में बिना देरी/सीमा से ऊपर लागत वाले चालू/पूरे किए गए /पूँजी व्यय ठेको/परियोजनाओं का पूँजी व्यय का % मूल्य	%	5	100	90	80	70	60
v	प्रचालनों से टर्नओवर							
	प्रचालनों से राजस्व (उत्पाद शुल्क का निवल)	करोड़ रु.	10	103	101	95	90	85
vi	प्रचालित लाभ/सरप्लस							
	प्रचालित लाभ/सरप्लस कर पूर्व लाभ (अन्य आय, असाधारण एवं अपवादिक गदे)	रु. करोड़	10	21.30	20.60	19.60	18.60	17.70
vii	कमजोरी के पूर्व लक्षण							
	गत वर्षों से ऋण, न माने गए कंपनी के विरुद्ध लंबित दावों को सीमित करना	लंबित मांगतों की सं.	5	1	2	3	4	5

CENTRAL RAILSIDE WAREHOUSE COMPANY LIMITED
(A Government of India Enterprise)

MoU TARGETS FOR THE YEAR 2016-17

PART - A

No	Evaluation Criteria	Unit	Weightage (%)	MoU Targets				
				Excellent 100	V. Good 80	Good 60	Fair 40	Poor 20
i	Capacity Utilisation							
	Sector Specific Physical Target-for service CPSEs							
	Cargo Handled	Lac MT	10	95	94	92	90	88
ii	Efficiency Parameter (Physical operations)							
A	Production Efficiency							
	% Reduction in Direct Exp to Revenue from operation as compared to previous year	%	10	3	2.5	2	1.5	0.5
B	Technology Upgradation.							
	Implementation of Web based Warehouse Management System (Railtel Connectivity)	No of locations	5	8	7	6	5	4
iii	Leaveraging Net worth							
	CAPEX	Rs Crore	15	14.25	14.00	13.75	13.50	13.25
iv	Montoring Parameter							
	% of value of CAPEX contracts/ projects running/completed during the year without time/cost overrun to total value of CAPEX contracts running/completed during the year	%	5	100	90	80	70	60
v	Turnover from operations							
	Revenue from operations (Net of excise duty)	Rs Crore	10	103	101	95	90	85
vi	Operating profit/Surplus							
	PBT (excluding Other Incomes, Extraordinary and Exceptional Items)	Rs Crore	10	21.30	20.60	19.60	18.60	17.70
vii	Early Signs of weakness							
	Restricting No of pending claims against the company not acknowledged as debt over the previous years	Nos of pending cases	5	1	2	3	4	5


MoU 2016-17
Approved by IMC

Signed

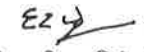
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क्रम सं.	मूल्यांकन मानदंड	इकाई	वेटेज (%)	संगठिता ज्ञापन लक्ष्य				
				उत्कृष्ट	बहुत अच्छा	अच्छा	साधारण	निकृष्ट
				100	80	60	40	20
viii	विपणन कुशलता अनुपात							
क	वर्तमान में हैंडल की जा रही वस्तुओं (शीमेंट, चीनी, उर्यस्क, खाद्यान्नों) के अलावा नई वस्तुओं की हैंडलिंग	मी.टन में	5	12000	11000	10000	9000	8000
ख	प्रचालनों से राजस्व प्रतिशत के रूप में प्राप्ति	%	5	11	12	13	14	15
ix	निवेश पर प्रतिलाभ							
i	लाभांश/कर पश्चात् लाभ	%	5	43.40	36.83	34.99	33.24	31.58
ii	कर पश्चात् लाभ/निवल मूल्य	%	10	12.66	12.34	11.73	11.14	10.58
iii	लाभांश/ निवल मूल्य	%	5	5.49	4.55	4.10	3.70	3.34
	कुल		100					

1. यह नोट किया गया कि अंतर-मंत्रालय समिति द्वारा अनुमोदित लक्ष्य कंपनी द्वारा वित्तीय वर्ष 2015-16 के लिए प्रस्तुत अनन्तिम आंकड़ों पर आधारित हैं। वर्ष 2015-16 में केन्द्रीय लोक उद्यम द्वारा अनन्तिम आंकड़ों की तुलना में बेहतर निष्पादन के मामले में वास्तविक एवं अनन्तिम आंकड़ों के बीच के अंतर को 2016-17 के लक्ष्यों में जोड़ा जाएगा।
2. यह निर्णय लिया गया कि यदि केन्द्रीय लोक उद्यम की वार्षिक रिपोर्ट से उपलब्धि को सत्यापित नहीं किया जा सकेगा तो, निदेशक मंडल द्वारा पारित संकल्प के आधार पर प्रमाणन को स्वीकृत किया जाएगा।
3. यह भी सहमति हुई कि समझौता ज्ञापन के लिए निर्णित लक्ष्य किसी शर्त पर आधारित नहीं हैं तथा किसी भी स्थिति में किसी भी प्रकार की क्षतिपूर्ति की अनुमति नहीं होगी। इसके अतिरिक्त वर्ष 2016-17 के एमओयू दिशा-निर्देशों के पैरा 14.2 एवं 14.3 में दिए गए अतिरिक्त मानदंड के अनुसार मूल्यांकन किया जाएगा।


 25/7/2016
 (के.यू. थंकाचन)
 प्रबंध निदेशक

सैण्ट्रल रेलसाइड वेअरहाउस कंपनी लिमिटेड

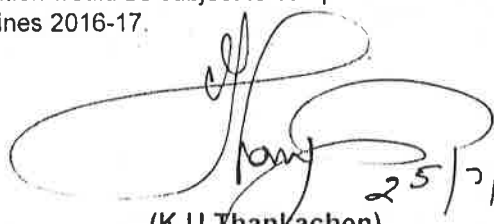

 (हरप्रीत सिंह)
 प्रबंध निदेशक
 केन्द्रीय भंडारण निगम

S. No	Evaluation Criteria	Unit	Weightage (%)	MoU Targets				
				Excellent	V. Good	Good	Fair	Poor
				100	80	60	40	20
viii	Marketing Efficiency Ratio							
A	Handling of New Commodity other than commodity presently handled (presently handling Cement, Sugar, Fertilizer, Foodgrains)	MT	5	12000	11000	10000	9000	8000
B	Trade Receivables as percentage of Revenue from operations (Gross)	%	5	11	12	13	14	15
ix	Return on Investment							
i	Dividend/PAT	%	5	43.40	36.83	34.99	33.24	31.58
ii	PAT/Net worth	%	10	12.66	12.34	11.73	11.14	10.58
iii	Dividend/Net worth	%	5	5.49	4.55	4.10	3.70	3.34
	Total		100					

1. It was noted that the targets approved 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.

2. It was decided that where achievement is not verifiable from annual report of the CPSE, the same would be accepted on the basis of certification by way of resolution from Board of Directors.

3. It was agreed that 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.


25/7/2016
(K U Thankachen)

Managing Director

Central Railside Warehouse Company Ltd.


(Harpreet Singh)

Managing Director

Central Warehousing Corporation

MoU 2016-17
Approved by IMC

Signed



सैण्ट्रल रेलसाइड वेअरहाउस कंपनी लिमिटेड

(भारत सरकार का उद्यम)

भाग-ख

प्रगति विश्लेषण

क्रम सं.	मूल्यांकन मापदंड	यूनिट	वित्तीय वर्ष					
			2011-12	2012-13	2013-14	2014-15	2015-16	2016-17
			वार्षिक	वार्षिक	वार्षिक	वार्षिक	अंतिम	अनुमानित
i.	क्षमता उपयोग-हैंडल किया गया कॉर्गो ('क' पर आधारित)	लाख मी. टन	82	83	90	92	90	94
ii.	कार्यकुशलता मानदंड (भौतिक परिचालन) भाग 'क' पर आधारित							
क	उत्पादन कुशलता							
	गत वर्ष की तुलना में परिचालन से राजस्व में प्रत्यक्ष व्यय में % कमी	%	लागू नहीं	लागू नहीं	लागू नहीं	लागू नहीं	लागू नहीं	2.5
ख	प्रौद्योगिकी उन्नयन							
	वेब आधारित वेअरहाउस प्रबंधन प्रणाली का क्रियान्वयन (रेलटेल कनेक्टिविटी)	स्थानों की सं.	लागू नहीं	लागू नहीं	लागू नहीं	लागू नहीं	लागू नहीं	7
iii.	पूँजीगत व्यय	करोड़ रु.	10.87	12.61	10.34	10.70	2.00	14.00
iv.	प्रदत्त अंश पूँजी	करोड़ रु.	40.56	40.56	40.56	40.56	40.56	40.56
v.	संचित आरक्षित	करोड़ रु.	30.56	42.16	52.48	58.95	64.18	70.97
vi.	निवल मूल्य	करोड़ रु.	71.12	82.72	93.04	99.51	104.74	111.53
vii.	उधार (दीर्घ अवधि की देयता में दिखाई गई)	करोड़ रु.	78.43	68.89	63.91	60.78	47.41	37.65
viii.	उधार / निवल मूल्य	%	110.28	83.28	68.69	61.08	45.26	33.76
ix.	वर्ष के दौरान पूरे किए गए पूँजी व्यय ढेकों के मूल्य में बिना देरी/सीमा से ऊपर लागत के चालू/पूरे किए गए /पूँजी व्यय ढेकों/परियोजनाओं का पूँजी व्यय का % मूल्य		लागू नहीं	लागू नहीं	लागू नहीं	लागू नहीं	लागू नहीं	90
x.	प्रचालनों से राजस्व (सकल)	करोड़ रु.	73.70	83.34	89.81	99.60	84.85	101.00
xi.	प्रचालनों से राजस्व (उत्पाद शुल्क का निवल)	करोड़ रु.	73.70	83.34	89.81	99.60	84.85	101.00
xii.	कर पूर्व लाग	करोड़ रु.	19.32	24.47	27.94	21.55	19.57	21.40
xiii.	अन्य आय	करोड़ रु.						
	ब्याज	करोड़ रु.	0.22	0.32	0.65	0.53	0.99	0.78
	लाभांश	करोड़ रु.	लागू नहीं	लागू नहीं	लागू नहीं	लागू नहीं	लागू नहीं	लागू नहीं
	अन्य	करोड़ रु.	0.10	0.10	0.71	0.57	0.28	0.07
	कुल	करोड़ रु.	0.32	0.42	1.36	1.10	1.27	0.85
xiv.	असाधारण गदें	करोड़ रु.	लागू नहीं	लागू नहीं	लागू नहीं	लागू नहीं	लागू नहीं	लागू नहीं
xv.	अपवादिक गदें	करोड़ रु.	लागू नहीं	लागू नहीं	लागू नहीं	0.40	0.05	0.05
xvi.	कर पूर्व लाग (अन्य आय, असाधारण एवं अपवादिक गदों को छोड़कर)	करोड़ रु.	19.08	24.07	26.78	20.85	18.35	20.60
xvii.	कर पश्चात् लाग	करोड़ रु.	13.31	16.47	17.64	13.87	12.58	13.77
xviii.	प्रचालनों से राजस्व (निवल) कुल व्यय (असाधारण/अपवादिक गदों को छोड़कर, यदि अलग से दिखाए गए हैं तथा कर (आय कर) व्यय	%	134.93	140.61	142.49	126.48	127.59	125.62
xix.	तैयारशुदा वस्तु सूची का अंतिम शेष	करोड़ रु.	लागू नहीं	लागू नहीं	लागू नहीं	लागू नहीं	लागू नहीं	लागू नहीं
xx.	कार्य प्रगति वाली वस्तु सूची का अंतिम शेष	करोड़ रु.	लागू नहीं	लागू नहीं	लागू नहीं	लागू नहीं	लागू नहीं	लागू नहीं
xxi.	उत्पादों की बिक्री (उत्पाद शुल्क का निवल)	करोड़ रु.	लागू नहीं	लागू नहीं	लागू नहीं	लागू नहीं	लागू नहीं	लागू नहीं

CENTRAL RAILSIDE WAREHOUSE COMPANY LIMITED
(A Government of India Enterprise)

PART-B
TREND ANALYSIS

Sl. No.	Evaluation Criteria	Unit	Financial Year					
			2011-12	2012-13	2013-14	2014-15	2015-16	2016-17
			ACTUAL	ACTUAL	ACTUAL	Actual	(Provisional)	Projected
i.	Capacity Utilisation Cargo Handled (Based on Part A)	Lac MT	82	83	90	92	90	94
ii.	Efficiency Parameters (Physical operations)-Based on Part A							
A	Production Efficiency							
	% Reduction in Direct Exp to Revenue from operation as compared to previous year	%	NA	NA	NA	NA	NA	2.5
B	Technology Upgradation							
	Implementation of Web based Warehouse Management System (Railtel Connectivity)	No of locations	NA	NA	NA	NA	6	7
iii.	CAPEX	Rs. Crore	10.87	12.61	10.34	10.70	2.00	14.00
iv.	Paid-Up Share Capital	Rs. Crore	40.56	40.56	40.56	40.56	40.56	40.56
v.	Accumulated Reserves	Rs. Crore	30.56	42.16	52.48	58.95	64.18	70.97
vi.	Net Worth	Rs. Crore	71.12	82.72	93.04	99.51	104.74	111.53
vii.	Borrowings (shown in Non-current liability)	Rs. Crore	78.43	68.89	63.91	60.78	47.41	37.65
viii.	Borrowings/Net Worth	%	110.28	83.28	68.69	61.08	45.26	33.76
ix.	Percentage of value of CAPEX contracts/projects running/completed during the year without time/cost overrun to total value of CAPEX contracts running/completed during the year (wherever applicable)		NA	NA	NA	NA	NA	90
x.	Revenue from Operations (Gross)	Rs. Crore	73.70	83.34	89.81	99.60	84.85	101.00
xi.	Revenue from Operations (Net of excise duty)	Rs. Crore	73.70	83.34	89.81	99.60	84.85	101.00
xii.	Profit before Tax	Rs. Crore	19.32	24.47	27.94	21.55	19.57	21.40
xiii.	Other Income							
	- Interest	Rs. Crore	0.22	0.32	0.65	0.53	0.99	0.78
	- Dividend	Rs. Crore	NA	NA	NA	NA	NA	NA
	- Others	Rs. Crore	0.10	0.10	0.71	0.57	0.28	0.07
	- Total	Rs. Crore	0.32	0.42	1.36	1.10	1.27	0.85
xiv.	Extraordinary Items	Rs. Crore	NA	NA	NA	NA	NA	NA
xv.	Exceptional Items	Rs. Crore	NA	NA	NA	0.40	0.05	0.05
xvi.	Profit before Tax (excluding Other Incomes, Extraordinary and Exceptional Items)	Rs. Crore	19.08	24.07	26.78	20.85	18.35	20.60
xvii.	Profit After Tax	Rs. Crore	13.31	16.47	17.64	13.87	12.58	13.77
xviii.	Revenue from Operations (Net)/Total Expenses (excluding extra ordinary/exceptional items, if shown separately and Tax (income tax) Expenses)	%	134.93	140.61	142.49	126.48	127.59	125.62
xix.	Closing Inventory of finished goods	Rs. Crore	NA	NA	NA	NA	NA	NA
xx.	Closing Inventory of Work-in-progress	Rs. Crore	NA	NA	NA	NA	NA	NA
xxi.	Sale of Products (Net of Excise duty)	Rs. Crore	NA	NA	NA	NA	NA	NA

क्रम सं.	मूल्यांकन मापदंड	यूनिट	वित्तीय वर्ष					
			2011-12	2012-13	2013-14	2014-15	2015-16	2016-17
			वार्षिक	वार्षिक	वार्षिक	वार्षिक	अंतरिम	अंतिम
xxii.	तैयारशुदा वस्तु सूची एवं कार्य प्रगति पर वस्तु सूची की गिनती के लिए दिनों की संख्या (जहाँ लागू है)	दिनों की सं.	लागू नहीं	लागू नहीं	लागू नहीं	लागू नहीं	लागू नहीं	लागू नहीं
xxiii.	छह मीहने से अधिक की प्राप्तियाँ	करोड़ रु.	0.68	1.05	1.15	1.30	1.63	1.50
xxiv.	प्राप्तियाँ (कुल)	करोड़ रु.	6.73	6.30	8.35	13.86	10.95	12.12
xxv.	प्रचालनों से प्राप्त राजस्व की प्रतिशत प्राप्ति (सकल)	%	9	8	9	14	13	12
xxvi.	नकदी एवं बैंक शेष	करोड़ रु.	6.60	7.33	7.30	13.65	34.08	25.00
xxvii.	कर परचात लाभ/निवल लाभ	%	18.71	19.91	18.96	13.94	12.01	12.34
xxviii.	लाभांश/कर परचात लाभ	%	15.25	24.65	34.47	43.84	48.33	36.83
xxix.	लाभांश/निवल मूल्य अथवा सरप्लस/निवल मूल्य	%	2.85	4.91	6.53	6.11	5.80	4.55
xxx.	कंपनी के विरुद्ध दावे जिन्हें ऋण नहीं माना गया	लंबित मामलों की सं.						
	केंद्र सरकार के विभागों द्वारा		1	0	1	0	0	0
	राज्य के विभागों द्वारा		0	0	0	0	0	0
	केन्द्रीय लोक उद्यमों द्वारा		0	0	0	0	0	0
	अन्य द्वारा		0	0	0	1	2	2
xxxi.	लोक उद्यम आधारित/ क्षेत्र विशेष आधारित (भाग क से सभी सूचीबद्ध करें)		लागू नहीं	लागू नहीं	लागू नहीं	लागू नहीं	लागू नहीं	लागू नहीं
xxxii.	सृजित संसाधन		लागू नहीं	लागू नहीं	लागू नहीं	लागू नहीं	लागू नहीं	लागू नहीं
xxxiii.	सरप्लस का पुनर्नियोजन		लागू नहीं	लागू नहीं	लागू नहीं	लागू नहीं	लागू नहीं	लागू नहीं
xxxiv.	प्रमुख व्यय		लागू नहीं	लागू नहीं	लागू नहीं	लागू नहीं	लागू नहीं	लागू नहीं

Sl. No.	Evaluation Criteria	Unit	Financial Year					
			2011-12	2012-13	2013-14	2014-15	2015-16	2016-17
			ACTUAL	ACTUAL	ACTUAL	Actual	(Provisional)	Projected
xxii.	Number of days of Inventory of finished goods and Work-in-progress to Sale of Products (wherever applicable)	No. of days	NA	NA	NA	NA	NA	NA
xxiii.	Trade Receivables of over 6 months	Rs. Crore	0.68	1.05	1.15	1.30	1.63	1.50
xxiv.	Trade Receivables (Total)	Rs. Crore	6.73	6.30	8.35	13.86	10.95	12.12
xxv.	Trade Receivable as percentage of Revenue from Operations (Gross)	%	9	8	9	14	13	12
xxvi.	Cash and Bank Balance	Rs. Crore	6.60	7.33	7.30	13.65	34.08	25.00
xxvii.	PAT/Net Worth	%	18.71	19.91	18.96	13.94	12.01	12.34
xxviii.	Dividend/PAT	%	15.25	24.65	34.47	43.84	48.33	36.83
xxix.	Dividend/Net Worth or Surplus/Net Worth	%	2.85	4.91	6.53	6.11	5.80	4.55
xxx.	Claims against the Company not acknowledged as debt	No of pending claims						
	By Central Government Departments		1	0	1	0	0	0
	By State Departments		0	0	0	0	0	0
	By CPSEs		0	0	0	0	0	0
	By Others		0	0	0	1	2	2
xxxi.	CPSE specific/sector specific (List all from Part A)		NA	NA	NA	NA	NA	NA
xxxii.	Resources Raised		NA	NA	NA	NA	NA	NA
xxxiii.	Surplus Redeployed		NA	NA	NA	NA	NA	NA
xxxiv.	Major Expenses		NA	NA	NA	NA	NA	NA

सैण्ट्रल रेलसाइड वेअरहाउस कंपनी लिमिटेड
(भारत सरकार का उद्यम)

स्वघोषणा / प्रमाणन

एतद्वारा यह प्रमाणित किया जाता है कि एमओयू मानदंडों के लिए लक्ष्य/वास्तविक उपलब्धियाँ वर्ष 2016-17 के लिए एमओयू दिशा-निर्देशों में निर्धारित मानकों के अनुसार तैयार की गई हैं। यदि किसी भी समय कोई विचलन पाया जाएगा तो लोक उद्यम विभाग एमओयू दिशा-निर्देशों के अनुसार मूल्यांकन करने के लिए स्वतंत्र है। सीआरडब्लूसी लिमिटेड को इस संबंध में किसी प्रकार के दावे का अधिकार नहीं होगा।

थंकाचन
25/7/2016

(के.यू. थंकाचन)
प्रबंध निदेशक

CENTRAL RAILSIDE WAREHOUSE COMPANY LTD.
(A Government of India Undertaking)

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 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. CRWC has no right of claim in this regard.


(K U Thankachen)
Managing Director

25/7/2016

अनुलग्नक 'ख'

वर्ष 2016-17 के लिए पूंजी व्यय का विवरण

परियोजना का नाम	वहन किया जाने वाला पूंजी व्यय	पूरा किया जाने की लक्ष्य तारीख
आरडब्लूसी, जोगेश्वरी	2.50 करोड़	31.03.2017
आरडब्लूसी, भिवंडी/फतूहा	2.50 करोड़	31.03.2017
आरडब्लूसी, पहलेजा	9.25 करोड़	31.03.2017
कुल	14.25 करोड़	

Annexure – BCAPEX Details for 2016-17

Project Name	Capital Exp. To be incurred (2016-17)	Target date of Completion
RWC Jogeshwari	2.50 Cr.	31.03.2017
RWC Bhiwandi/ Fatuha	2.50 Cr.	31.03.2017
RWC Pahleja	9.25 Cr.	31.03.2017
Total	14.25 Cr.	

FORM – IV

CENTRAL RAILSIDE WAREHOUSE COMPANY LTD.

MOU TARGETS AND ACHIEVEMENTS

FOR

PAST FIVE YEARS

2011-12 to 2015-16

CENTRAL RAILSIDE WAREHOUSE COMPANY LIMITED

MoU TARGETS & EVALUATION FOR THE YEAR 2015-16

S. No	Evaluation Criteria	Unit	Weightage (%)	MoU Targets					Achievement (provisional)
				Excellent 5	V. Good 4	Good 3	Fair 2	Poor 1	
1	Static/Financial Parameters								
	Mandatory parameters (Sr No (i)-(iii))								
(i)	Growth/Size/Activity								
(a)	Sales Turnover, excluding interest and other income (Operating Turnover)	Crore Rs	10	112.00	110.00	105.00	99.00	94.00	84.85
(b)	Gross Operating Margin Rate	Percentage	8	41.55	41.40	38.46	35.01	32.16	34.54
(ii)	Profitability								
(a)	PAT / Net Worth	Percentage	10	19.09	18.65	17.72	16.83	15.99	12.01
(iii)	Costs and Output Efficiency								
(a)	PAT per employee (**)	Lakh Rs	8	56.59	55.02	52.27	49.86	47.17	29.26
	Optional Parameters (Sr No (iv & v))								
(iv)	Liquidity/Leverage								
(a)	Debt Service Coverage ratio	Ratio	8	6.55	6.40	6.08	5.78	5.49	4.58
(v)	Efficiency of Asset Use								
(a)	Average Collection Period of Trade Receivables	No. of Days	6	43	45	48	51	54	53
	Sub-Total 1 (i to v)		50						
	(**) No of employees as on 31st March, 2016 has been taken as 43								

S. No	Evaluation Criteria	Unit	Weightage (%)	MoU Targets					Achievement (provisional)
				Excellent 5	V. Good 4	Good 3	Fair 2	Poor 1	
2	Dynamic/non-financial Parameters								
(i)	Corporate Social Responsibility & Sustainability								
(a)	Scholarship in logistics to economically weaker and meritorious students	Number of scholarships	1	12	10	8	6	4	12
(b)	Contribution to PMO fund under Swachh Bharat Mission (SBM)	Lakh Rs	1	10	8	6	4	2	10
(c)	Construction of Girls school toilets under Swachh Bharat Mission	Number	1	10	7	5	4	3	10
(ii)	Research & Development								
(a)	Commissioning of Mechanised handling System in two terminals	Target Date	3	31.01.2016	15.02.2016	28.02.2016	15.03.2016	31.03.2016	31.01.2016
(iii)	Initiatives for Growth								
(a)	Physical Output - No. of wagons handled	Numbers	9	150350	148350	144350	140350	136350	132292
(b)	Entering into a joint venture project with IFFCO for setting up integrated RWC complex & freight Terminal in the SEZ at Nellore and, or Running Parcel Cargo Express train	Target Date	2	31.01.2016	15.02.2016	28.02.2016	15.03.2016	31.03.2016	26.02.2016
(iv)	Project Management & Implementation								
(a)	Capacity addition - Construction/ Addition of new Terminal/ Project during the year	Capacity in MT	7	11000	10000	8000	7000	6000	0
(b)	Milestone for New Project: Commissioning of a new warehouse on lease with IWAI	Target Date	4	31.01.2016	15.02.2016	28.02.2016	15.03.2016	31.03.2016	31.03.2016
(v)	Productivity and Internal Processes								
(a)	Customer Satisfaction survey at one Terminal	Target Date	5	30.09.2015	31.10.2015	30.11.2015	31.12.2015	31.01.2016	30.09.2015
(vi)	Technology, Quality, Innovative Practices								
(a)	Implementation of Warehouse Management System in terminals (Computerisation of Terminal operations)	No. of Terminals	5	7	6	5	4	3	3
(vii)	Human Resource Management								
(a)	Development & skill upgradation of Employees	Number of employees	7	35	32	29	26	23	35

S. No	Evaluation Criteria	Unit	Weightage (%)	MoU Targets					Achievement (provisional)
				Excellent	V. Good	Good	Fair	Poor	
				5	4	3	2	1	
	Sub-Total 2 (i to vii)		45						
3	Sector Specific Parameter/ Enterprise Specific Parameter								
(a)	Cargo Handled	in Lacs MT	5	95	93	91	89	87	90.49
	Sub-Total 3		5						
	Total		100						

CENTRAL RAILSIDE WAREHOUSE COMPANY LIMITED

MoU Targets vis-a-vis Achievements for the Year 2014-15

Evaluation Criteria	Unit	Weightage (%)	MoU Targets					Achievement
			Excellent	V. Good	Good	Fair	Poor	
			1	2	3	4	5	
1. Static/Financial Parameters								
Mandatory parameters (SL No (i)-(iii))								
(i) Growth/Size/Activity (a) Sales Turnover, excluding interest and other income (Operating Turnover)	Rs.Cr.	12	115	109	103	98	93	99.57
(b) Gross Operating Margin	Rs.Cr.	8	46	43	41	39	37	35.57
(ii) Profitability (a) PAT / Net Worth	%	10	21.24	20.17	19.00	17.99	16.96	13.93
(iii) Costs and Output Efficiency (a) PAT per employee	Rs. Lakh	8	35.93	33.65	31.24	29.22	27.21	21.33
Optional Parameters (SL No (iv & v))								
(iv) Liquidity/Leverage (a) Debt Service Coverage ratio	Ratio	6	5.72	5.42	5.11	4.84	4.58	4.73
(v) Efficiency of Asset Use (a) Average Collection Period of Trade Receivables	No. of Days	6	33	34	35	36	37	50
Sub-Total 1 (i to v)		50						

CENTRAL RAILSIDE WAREHOUSE COMPANY LIMITED

MoU Targets vis-a-vis Achievements for the Year 2014-15

Evaluation Criteria	Unit	Weightage (in %)	MoU					Achievement
			Excellent	V. Good	Good	Fair	Poor	
2. Dynamic/non-financial Parameters			1	2	3	4	5	
(i) Corporate Social Responsibility & Sustainability Scholarship in logistics to economically weaker and meritorious students of IIFT, IIT etc.	Number of scholarships	3	15	10	8	6	4	15
(ii) Research & Development Commissioning of Mechanical handling System on pilot basis in one terminal	Date of commissioning	2	31.01.2015	15.02.2015	28.02.2015	15.03.2015	31.03.2015	24.03.15
(iii) Initiatives for Growth No. of wagons handled	Numbers	10	142000	140000	135000	130000	125000	137654
(b) Corporate/strategic plan Formation of one Joint Venture company	Date of formation of company	5	31.01.2015	15.02.2015	28.02.2015	15.03.2015	31.03.2015	0
(iv) Project Management & Implementation (a) Construction of new additional projects during the year	Capacity in MT	10	22000	20000	12000	9000	3000	7000
(b) Capex Commissioning of a Cold Storage unit	Targeted Date	5	31.01.2015	15.02.2015	28.02.2015	15.03.2015	31.03.2015	0
(v) Technology, Quality, Innovative Practices Implementation of Warehouse Management System computerisation at RWC terminals.	No. of Terminals	10	6	5	4	3	2	6
(vi) Human Resource Management Development & skill upgradation of Employees	Number of employees	5	30	26	24	20	16	61
Sub-Total 2(i to vi)		50						
Sub-Total 1 (i to v)		50						
Total (1+2)		100						

CENTRAL RAILSIDE WAREHOUSE COMPANY LIMITED
MoU Targets vis-a-vis Achievements for the Year 2013-2014

S.N.	Evaluation Criteria	Unit	Weightage (%)	MoU Targets					Achievement 31.03.2014
				Excellent	V. Good	Good	Fair	Poor	
				1	2	3	4	5	
1	Static/Financial Parameters								
(a)	Financial Indicators - Profit Related								
i)	Gross Margin/Gross Sales	Percentage	10	42.28	40.27	38.26	36.24	34.23	41.68
ii)	Operating Turnover/Employees	Lakh Rupees	12	233.19	222.09	210.99	199.88	188.78	257.04
(b)	Financial Indicators - Size Related								
i)	Gross Margin	Lakh Rupees	8	4059.83	3866.50	3673.18	3479.85	3286.53	3,806.12
ii)	Gross Sales	Lakh Rupees	4	10080.00	9600.00	9120.00	8640.00	8160.00	9,132.74
(c)	Financial Returns - Productivity Related								
i)	PBDIT/Total Employment	Lakh Rupees	7	94.42	89.92	85.42	80.93	76.43	108.75
ii)	Added Value/Sales	Percentage	9	21.43	20.41	19.39	18.37	17.35	22.60
	Sub-total - 1		50						
2	Dynamic Parameters								
(d)	Quality : Quality (ISO certification, internalization of quality within SBY/Products)								
i)	ISO Certification - 9001 (2 Units)	Target Date	3	31.01.2014	15.02.2014	28.02.2014	15.03.2014	31.03.2014	30.1.2014
ii)	Surveillance Quality Audit/ Inspection (2 Units)	Target Date	2	31.01.2014	15.02.2014	28.02.2014	15.03.2014	31.03.2014	30.1.2014
(e)	Customer Satisfaction : (Customer Orientation)								
i)	Response on customer's feedback on website	Percentage	5	70	65	60	55	50	67
(f)	Human Resource Management								
i)	Approval of the Recruitment Plan	Target Date	3	31.01.2014	15.02.2014	28.02.2014	15.03.2014	31.03.2014	20.5.2013
ii)	Risk Management Training for Senior Management Personnel	Number	2	2	1	0	0	0	2

S.N.	Evaluation Criteria	Unit	Weightage (%)	MoU Targets					Achievement 31.03.2014
				Excellent	V. Good	Good	Fair	Poor	
				1	2	3	4	5	
(g)	Research and Development (R&D)								
i)	Study of Systematic Handling, Storage - Stack Plan, Operation of Cargo at Terminals	Target Date	5	31.01.2014	15.02.2014	28.02.2014	15.03.2014	31.03.2014	21.1.2014
(h)	Project Implementation - Modernization & Expansion								
i)	Construction of Cold Chain Storage (Dankuni)	Target Date	1	31.01.2014	15.02.2014	28.02.2014	15.03.2014	31.03.2014	0
ii)	Capital Expenditure on construction of Warehousing Projects	Rs. in Crores	2	20	18	16	14	12	10.42
iii)	Finalization of Plan for setting up Warehouse facility at Ghaziabad	Target Date	1	31.01.2014	15.02.2014	28.02.2014	15.03.2014	31.03.2014	31.1.2014
iv)	Identification of Land for construction of Intermediate Inland Warehouse (IIW) at two locations	Target Date	1	31.01.2014	15.02.2014	28.02.2014	15.03.2014	31.03.2014	11.12.2013
(i)	Corporate Social Responsibility (CSR)/Sustainable Development (SD)								
i)	Providing Sulabh Sauchalaya at different Terminals	Number	2	2	1	0	0	0	1
ii)	Scholarship in Logistics for economically weaker but meritorious students at IIFT, FMS, etc.	Number	1	6	5	4	3	2	4
iii)	Potable water facility for Labour at Terminals in backward areas	No. of Locations	1	2	1	0	0	0	2
iv)	Installation of Solar Energy System in RWCs	Number	2	3	2	1	0	0	2
v)	Rain Water Harvesting in RWCs	Number	1	2	1	0	0	0	2
vi)	Total CSR & Sustainability Expenditure as percentage of Last Year's PAT	Percentage	1	3.15	3.00	2.85	2.70	2.55	1.51
(j)	Adoption of Innovative Practices								
i)	Implementation of Mechanised handling practices at RWCs	Number	2	2	1	0	0	0	2
	Sub total (d+e+f+g+h+i+j)		35						
3	Sector Specific Parameters								
i)	Finalization of Proposal for setting up of PAN India Cold Chain JV	Target Date	1	31.01.2014	15.02.2014	28.02.2014	15.03.2014	31.03.2014	15.01.2014

S.N.	Evaluation Criteria	Unit	Weightage (%)	MoU Targets					Achievement 31.03.2014
				Excellent	V. Good	Good	Fair	Poor	
				1	2	3	4	5	6
ii)	Study for setting up of Logistic Park linked to Dedicated Freight Corridor	Target Date	2	31.01.2014	15.02.2014	28.02.2014	15.03.2014	31.03.2014	24.9.2013
iii)	Study of Parcel/cargo express trains	Target Date	2	31.01.2014	15.02.2014	28.02.2014	15.03.2014	31.03.2014	Sept'2013
4	Enterprise-specific parameters								
i)	No. of wagons handled	Number	4	125,000	120,000	115,000	110,000	105,000	125,700
ii)	Cargo Handled	Lakh MT	4	90	85	80	75	70	97
iii)	Identification of one Project for Logistics Park in DFC Project Area.	Target Date	2	31.01.2014	15.02.2014	28.02.2014	15.03.2014	31.03.2014	24.9.2013
	Total		50						

CENTRAL RAILSIDE WAREHOUSE COMPANY LIMITED
MoU Targets vis-a-vis Achievements for the Year 2012-2013

S.N.	Evaluation Criteria	Unit	Weightage (%)	MoU Targets					Achievement 31.03.2013
				Excellent	V. Good	Good	Fair	Poor	
				1	2	3	4	5	6
1	Static/Financial Parameters								
1.1	Financial Indicators - Profit Related								
i)	Gross Margin/Gross Sales	Percentage	10	42.68	41.09	41.08	41.08	41.09	41.96
ii)	Operating Turnover/Employees	Lakh Rupees	12	194.13	184.88	175.63	166.40	159.14	208.74
1.2	Financial Indicators - Size Related								
i)	Gross Margin	Lakh Rupees	8	3500.00	3300.00	3143.00	2993.00	2851.00	3,503.50
ii)	Gross Sales	Lakh Rupees	4	8200.00	8032.00	7650.00	7285.00	6938.00	8,349.61
1.3	Financial Returns - Productivity Related								
i)	PBDIT/Total Employment	Lakh Rupees	7	80.46	76.63	72.80	69.16	65.70	87.59
ii)	Added Value/Sales	Percentage	9	19.77	18.83	17.89	16.95	16.00	21.90
	Sub-total - 1		50						
2	Dynamic Parameters								
2.1	Human Resource Development :		5	Refer Annexure - I					
2.2	Research and Development :	N GRANTED							
2.3	Sustainable Development :								
	SD Expenditure	% OF PAT	2.5	0.55	0.50	0.45	0.40	0.35	0.49
	Rain Water Harvesting	Nos.	2	4	3	2	1	-	4
	Preparation Of Long Term Perspective Plan For SD	Target Date	0.5	31.12.2012	15.01.2013	31.01.2013	15.02.2013	28.02.2013	27.12.2012
2.4	Corporate Social Responsibility								
	Providing SulabhSauchalaya at Different Locations	Number	2	4	3	2	1	0	0
	Solar Lighting System at Different Locations	Number	2.5	3	2	1	0	0	3
	Preparation Of Long Term Perspective Plan For CSR	DATES	0.5	31.12.2012	15.01.2013	31.01.2013	15.02.2013	28.02.2013	27.12.2013

S.N.	Evaluation Criteria	Unit	Weightage (%)	MoU Targets					Achievement 31.03.2013
				Excellent	V. Good	Good	Fair	Poor	
				1	2	3	4	5	
2.5	Corporate Governance								
i)	Timely Submission Completed Data Sheet For P E Survey Data to DPE	Target Date	1	15.09.2012	01.10.2012	15.10.2012	31.10.2012	After	12.09.2012
ii)	Grading of CPSE on the basis of compliance of guidelines on corporate Governance (OM No 18(8)/2005 GM dated 22.06.2011)	Annual Score	4						4
2.6	Quality :								
i)	ISO Certification - 9001 (2 Units)	Target Date	3	31.01.2013	15.02.2013	28.02.2013	15.03.2013	31.03.2013	30.1.2013
ii)	Audit/ Inspection (2 Units)	Target Date	2	31.01.2013	15.02.2013	28.02.2013	15.03.2013	31.03.2013	20.11.2012/ 22.01.2013
2.7	Customer Satisfaction :								
i)	Evaluation for Rail Side Ware House Complexes by outside agency 2 Units	Target Date	3	31.01.2013	15.02.2013	28.02.2013	15.03.2013	31.03.2013	31.01.2013
2.8	Project Implementation -								
	Modernization & Expansion								
	Construction of additional RWC's Capacity	MT	4	10,000.00	9,500.00	9,000.00	8,500.00	8,000.00	5500
3	Sector Specific								
3.1	Facilitation of outbound cargo(Rakes)	Number	3	250.00	235.00	220.00	205.00	190.00	254
3.2	Handling Parcel/Container Trains Per Quarter	Number	5	21.00	18.00	15.00	12.00	9.00	31.5
4	Enterprise-specific parameters								
4.1	No. of wagons handled	Number	5	113,400	108,000	102,600	97,200	91,800	123,015
4.2	MoU with Railways for additional project	Number	2.5	3	2	1	0	0	4
4.3	Feasibility study for developing cold chain	Target Date	2.5	31.01.2013	15.02.2013	28.02.2013	15.03.2013	31.03.2013	28.01.2013
	SUB TOTAL-2		50						
	Total (1+2)		100						

CENTRAL RAILSIDE WAREHOUSE COMPANY LIMITED

Annexure - I

Evaluation Criteria	Unit	Weightage (%)		Mol Targets				Achievement (Actual)
			Excellent	V. Good	Good	Fair	Poor	
			1	2	3	4	5	6
Training Mandays - per vent	Mandays	10	11.00	10.00	9.00	8.00	7.00	26.00
Training Budget	Rupees (in Lakh)	10	6.00	5.00	4.00	3.00	2.00	2.75
A2 Optional (Out of below five, one is to be taken in the MoU)								
Training in new, advanced technology	Mandays	5	2.00	1.00	0.00	0.00	0.00	8.00
Enabling Creativity & Innovation								
Extracurricular activities (PM Shram Award) submitted for award	No. of entries	8	2.00	1.00	-	-	-	2.00
Number of suggestions per employee per year generated	Nos.	7	2.00	1.00	-	-	-	2.18
Employee Relations & Welfare								
Employee Grievance Redressal System - % of grievances settled vis-a-vis received during the year	% settlement	7	60%	55%	50%	45%	40%	1.00
Session of yoga to reduce stress by meditation	Number of Sessions	7	3	2	1	-	-	3
Employee satisfaction survey in 2 RWs	Target Date	6	31.01.2013	15.02.2013	28.02.2013	15.03.2013	31.03.2013	27.12.2012
HR Branding & Excellence - Indicate achievement in this field for initiatives such as:								
Formulation of HR Policy	Target Date	20	01.02.2013	15.02.2013	28.02.2013	15.03.2013	31.03.2013	24.09.2012
Formulation of HR Plan	Target Date	24	01.02.2013	15.02.2013	28.02.2013	15.03.2013	31.03.2013	22.01.2013
			Total					

CENTRAL RAILSIDE WAREHOUSE COMPANY LIMITED
Composite Score on MoU Targets for the year 2011-2012

Evaluation Criteria	Unit	Weightage (%)	MoU Targets					Achievement [Actual]
			Excellent 1	V. Good 2	Good 3	Fair 4	Poor 5	
1. Static/Financial Parameters								
1.1 Financial Indicators - Profit Related								
i. Gross Margin/Gross Sales	Percentage	10	42.50	42.11	41.48	41.33	41.31	39.91
ii. Operating Turnover/Employees	Lakh Rupees	12	188	178	169	160	152	238.32
1.2 Financial Indicators - Size Related								
i. Gross Margin	Lakh Rupees	8	2550.00	2400.00	2240.00	2120.00	2014.00	2,949.02
ii. Gross Sales	Lakh Rupees	4	6000.00	5700.00	5400.00	5130.00	4875.00	7,388.04
1.3 Financial Returns - Productivity Related								
i. PBDIT/Total Employment	Lakh Rupees	7	79.69	75.00	70.00	66.25	62.94	95.13
ii. Added Value/Sales	Percentage	9	14.56	12.69	10.43	8.64	6.92	18.76
Sub-total - 1		50						
2. Dynamic Parameters								
2.1 Human Resource Development :								
i) Recruitment from Minority community of total fresh recruitment	Percentage	1	11	10	9	8	7	No Recruitment Done
ii) Approval & Implementation of the HR Policy	Target Date	2	31.12.2011	31.01.2012	29.02.2012	15.03.2012	31.03.2012	Under Process
iii) Training in Management including Project Management and business Study for Officials	No. of officials	2	8	7	6	5	4	8
2.2 Research & Development								
Time and Motion Study on Railside Warehouse Complex operations	Target Date	5	31.01.2012	15.02.2012	29.02.2012	15.03.2012	31.03.2012	27.01.2012
2.3 Sustainable Development								
i) Rain water harvesting	Number	3	4	3	2	1	0	4
ii) Plantations of Trees	Number	2	1000	800	700	500	100	500
2.4 Corporate Social Responsibility								
i) Providing Sulabh Sochalya at different locations (Toilet Facility)	Number	3	3	2	1	0	0	2
ii) Expenditure on Providing Sulabh Sochalya	Rs. In Lakhs	2	23	16	8	0	0	17.20
2.5 Corporate Governance								
i) Timely submission of Public Enterprise Survey Data to DPE	Target Date	1	15.09.2011	1.10.2011	15.10.2011	31.10.2011	30.11.2011	25.11.2011
ii) Timely submission of Quarterly reports on Corporate Governance	No. of reports	1	4	3	2	1	0	3
iii) Formation of Audit Committee	Target Date	1	31.12.2011	31.01.2012	29.02.2012	15.03.2012	31.03.2012	07.05.2011
iv) Framing & Implementation of code of ethics for Board of Directors & senior management	Target Date	1	31.12.2011	31.01.2012	29.02.2012	15.03.2012	31.03.2012	15.09.2011
v) Implementation of whistleblower scheme	Target Date	1	31.12.2011	31.01.2012	29.02.2012	15.03.2012	31.03.2012	21.12.2011
2.6 Quality								
i) ISO Certification -9001 (3 Units)	Target Date	3	31.01.2012	15.02.2012	29.02.2012	15.03.2012	31.03.2012	31.01.2012
ii) Implementation of Warehouse Management System--4 Units	Target Date	2	31.01.2012	15.02.2012	29.02.2012	15.03.2012	31.03.2012	
2.7 Customer Satisfaction :								
Evaluation for Railside Warehouse Complexes by outside agency-2 units	Target Date	3	31.01.2012	15.02.2012	29.02.2012	15.03.2012	31.03.2012	29.01.2012
2.8 Project Implementation								
Modernisation and Expansion								
Construction of additional RWC's Capacity	MT	4	20000	15000	10000	6000	6000	20750
3. Sector-specific :								
3.1 Rakes not cleared within demurrage free period	Percentage	5	15	20	25	30	35	59
3.2 Handling parcel/container trains-per quarter	Number	5	12	10	7	4	0	16
4. Enterprise-specific								
4.1 No. of Wagons handled	Number	3	100000	95000	90000	80000	75000	110580
Sub-total - 2		50						
Total [1+2]		100						

Minutes of the Inter-Ministerial Committee (IMC) on MoU for negotiation of targets for the year 2016-17 in respect of Central Railside Warehouse Company Ltd held on 06.07.2016 at 04.00 PM in Room no.312, 3rd Floor, Block No.-14, CGO Complex, Lodhi Road, Delhi-110003.

1. List of participants is at Annexure A. It was observed that participant from Niti Aayog did not attend the meeting.
2. Chairman welcomed all the participants and directed Adviser (MoU) to start the meeting.
3. Adviser, MoU informed the participants about the new mechanism as approved by the competent authority, which has replaced the Task Force mechanism. It was also informed that the advance copy of MoU 2016-17 was received in DPE on 15.01.2016 from Central Railside Warehouse Company Ltd, which was forwarded by Ministry of Consumer Affairs, Food & Public Distribution on 19.01.2016. It was further informed that MoU was considered in the Standing Committee Meeting held on 17th June, 2016 and the minutes of the meeting were circulated. He further informed that standing committee was generally guided by Administrative Ministry in recommendation of parameters & targets.
4. IMC requested chairman Central Railside Warehouse Company Ltd to make presentation and give his views on the targets recommended by standing committee including those where standing committee has recommended targets lower than MoU targets or achievement of 2015-16.
5. IMC have gone through the MoU document, minutes of the pre-negotiation of standing committee, presentation made by the MD. Advisor (MoU) informed that the following parameters & targets were recommended by the standing committee to IMC for consideration:-

(i) Capacity Utilization:

Parameters	Unit	2011-12 Actual	2012-13 Actual	2013-14 Actual	2014-15 Actual	2015-16 MoU Basic	2015-16 Anticipat ed	2015-16 provisio nal
Physical Output - No. of Total Wagons handled	Nos	110580	123015	125700	137654	-	134000	132000
Cargo Handled	lac MT	82	83	90	92	-	93	90

Parameter- Proposed by CPSE	Unit	Weight	Excellent	V Good	Good	Fair	Poor
Physical Output - No. of Total Wagons handled	Nos	6	140,000	137,000	120,000	117,000	100,000
Cargo Handled	lac MT	4	95	94	92	90	88

Standing Committee had observed that parameter as proposed by CPSE for "Physical Output - No. of Total Wagons handled" was not appropriate, hence recommended to drop the same.

After deliberations, the following parameter & targets were recommended by the standing committee:

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Dr. Kumar

Parameters-Recommended/ Proposed by Committee	Unit	2015-16		Wt.	Excellent	V Good	Good	Fair	Poor
		Target	Provisional						
Cargo Handled	lac MT	-	90	10	95	94	92	90	88

IMC agreed with the targets recommended by the standing committee

(ii) Efficiency Parameters (Physical operations)

A. Production Efficiency:

Parameter	Unit	2011-12 Actual	2012-13 Actual	2013-14 Actual	2014-15 Actual	2015-16 MoU Basis	2016-16 Anticipated	2015-16 provisional
Percentage of Direct operating cost to operating turnover	%	-	-	-	50%	-	47%	47%

Parameter- Proposed by CPSE	Unit	Weight	Excellent	V Good	Good	Fair	Poor
Percentage of Direct operating cost to operating turnover	%	7	7	47	49	51	53
Reduction in Percentage of Finance cost at compared to previous year	%	3	3	10	8	6	5

Standing Committee had observed that parameter proposed by CPSE did not reflect efficiency. Hence, it was suggested that "% Reduction in Direct Expenses to Revenue from operation as compared to previous year" may be taken as parameter and the same was agreed by CPSE. After deliberations, the following parameter & targets were recommended by the standing committee:

Parameters-Recommended/ Proposed by Committee	Unit	Wt.	Excellent	V Good	Good	Fair	Poor
% Reduction in Direct Exp to Revenue from operation as compared to previous year	%	10	3	2.5	2	1.5	0.5

IMC agreed with the targets recommended by the standing committee.

B. Technology up-gradation: Trend not provided

Parameter- Proposed by CPSE	Unit	Wt.	Excellent	V Good	Good	Fair	Poor
Internet Connectivity in Terminals – Railtel	Nos	5	6	5	4	3	2

Standing Committee had observed that parameter proposed by CPSE was not appropriate as parameter is vague and internet connectivity in terminals did not reflect technological up-gradation. Further, it was clarified by the CPSE that parameter was for connecting the terminals with web based management system.

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After deliberations, the following parameter & targets were recommended by the standing committee:

Parameters-Recommended/ Proposed by Committee	Unit	Wt.	Excellent	V Good	Good	Fair	Poor
Implementation of Web based WMS system	Nos	5	6	5	4	3	2

IMC observed that CPSE has proposed lower targets and Web based WMS system should be implemented in all of its RWCs. CPSE informed IMC that at present it is having 19 Railside warehouse complexes (RWCs) out of which in 6 RWCs they had already implemented Web based WMS system. CPSE also informed IMC that one of its RWC is to be dismantled during the year 2016-17 and 4 RWCs are being managed by private operators on dedicated basis. Hence only 8 RWCs are remaining for implementation of Web based WMS system.

After deliberations, IMC finalized the targets as below:

Parameters	Unit	2015-16		Wt.	Excellent	V Good	Good	Fair	Poor
		Target	Provisional						
Implementation of Web based Warehouse management system (Railtel connectivity)	No of locations	-	6	5	8	7	6	5	4

(iii) Leveraging Net Worth:

Parameter	Unit	2011-12 Actual	2012-13 Actual	2013-14 Actual	2014-15 Actual	2015-16 MoU Basic	2015-16 Anticipated	2015-16 provisional
Borrowings/Net worth	%	110.28	83.28	68.69	61.08	-	45.58	-

Parameter- Proposed by CPSE	Unit	Weight	Excellent	V Good	Good	Fair	Poor
Borrowings/Net worth	%	15	33	34	35	36	37

The standing committee had observed that the parameter proposed by CPSE for Borrowing to Net worth was not appropriate. As CPSE had major CAPEX plan hence after discussions, it was recommended that parameter of "CAPEX" should be taken up

With respect to installation of solar roof top plant, CPSE informed that it can-not undertake the same as it does not have its own roof.

After deliberations, the following parameter & targets were recommended by the standing committee:

Parameters-Recommended/ Proposed by Committee	Unit	2015-16		Wt.	Excellent	V Good	Good	Fair	Poor
		Target	Provisional						
CAPEX	Rs crore	-	2.00	15	18.22	17.22	16.72	16.22	15.72

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Dr. L. M. S.

In IMC meeting CPSE requested to reduce the targets for CAPEX & also informed IMC that one of its warehouse (i.e RWC Pahleja with 13800 MT capacity) was to be constructed in 2016-17 in Bihar. At the time of standing committee meeting estimated cost of the project was worked out as Rs. 13.22 Crores, however, in the tendering process lowest bid received from M/s. Anand Construction was for Rs.8.91 Crores. Total cost of the project including extra items of Rs.34.00 lakhs comes out to be Rs.9.25 Crores. Keeping this in view, IMC finalized the following targets:-

Parameters- Recommended/ Proposed by Committee	Unit	2015-16		Wt.	Excellent	V Good	Good	Fair	Poor
		Target	Provisional						
CAPEX	Rs crore	-	2.00	15	14.25	14.00	13.75	13.50	13.25

(The details of projects to be undertaken in CAPEX is at annexure-B)

(iv) Monitoring Parameter:

Parameter	Unit	2011-12 Actual	2012-13 Actual	2013-14 Actual	2014-15 Actual	2015-16 MoU Basic	2015-16 Anticipated	2015-16 provisional
Trade Receivables of over 6 months over previous year	Rs crore	0.94	0.77	0.83	0.79	-	1.20	-

Parameter- Proposed by CPSE	Unit	Wt.	Excellent	V Good	Good	Fair	Poor
Reduction in Trade Receivables of over 6 months over previous year	%	5	10	8	5	3	2

Standing committee had observed that the parameter proposed by CPSE was not appropriate as CPSE had taken CAPEX of Rs 18.22 crore as parameter. Standing committee was of view that CPSE should take mandatory CAPEX monitoring parameter as per MoU Guidelines. After deliberations, the following parameter & targets were recommended by the standing committee:

Parameters- Recommended/ Proposed by Committee	Unit	Wt.	Excellent	V Good	Good	Fair	Poor
% of value of CAPEX contracts/ projects running/completed during the year without time/cost overrun to total value of CAPEX contracts running/completed during the year	%	5	100	90	80	70	60

IMC agreed with the targets recommended by the standing committee.

(v) Turnover for operations :-

Parameter	Unit	2011-12 Actual	2012-13 Actual	2013-14 Actual	2014-15 Actual	2015-16 MoU Basic	2015-16 Anticipated	2015-16 provisional
Revenue from Operations (Net of excise duty)	Rs Crore	73.70	83.34	89.81	99.60	-	86.53	84.85

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Parameter-Proposed by CPSE	Unit	2015-16		Wt.	Excellent	V Good	Good	Fair	Poor
		Target	Provisional						
Revenue from Operations (Net of excise duty)	Rs Crore	112	84.85	10	103	101	95	90	85

Parameters & targets as proposed by CPSE through administrative ministry were accepted by the standing committee.

IMC also agreed with the targets recommended by the standing committee.

(vi) Operating Profit/Surplus:-

Particulars	Unit	2011-12 Actual	2012-13 Actual	2013-14 Actual	2014-15 Actual	2015-16 MoU Basic	2015-16 anticipated	2015-16 Provisional
Profit before Tax (excluding other non-operative income, Extraordinary and Exceptional Items)	Rs Crore	19.08	24.07	26.78	20.86	-	17.01	18.35

Parameter-Proposed by CPSE	Unit	2015-16		Wt.	Excellent	V Good	Good	Fair	Poor
		Target	Provisional						
PBT (excluding Other Income, Extraordinary and Exceptional Items)	Rs Crore	-	18.35	10	21.30	20.60	19.60	18.60	17.70

Parameters & targets as proposed by CPSE through administrative ministry were accepted by the standing committee.

IMC also agreed with the targets recommended by the standing committee.

(vii) Early signs of weakness:

Parameter	Unit	2011-12 Actual	2012-13 Actual	2013-14 Actual	2014-15 Actual	2015-16 MoU Basic	2015-16 Anticipated	2015-16 provisional
Reduction in Claims against the Company not acknowledged as debt, over the previous year. Claims raised by (overall reduction)	% (Reduction)	-	-100	100	64	-100	57	-

Parameter- Proposed by CPSE	Unit	Wt.	Excellent	V Good	Good	Fair	Poor
Reduction in Claims against the Company not acknowledged as debt, over the previous year. Claims raised by:	% (Reduction)	5	12	10	8	6	2

13/3
Dr. M. M.

In the standing committee meeting CPSE informed that there were only 2 cases pending related to claim against the company not acknowledged as debt. Hence, after discussions standing committee recommended the parameter "Restricting number of claims against CPSE with 1 (No) claim" in Excellent. After deliberations, the following parameter & targets were recommended by the standing committee:

Parameters- Recommended/ Proposed by Committee	Unit	2015-16		Wt.	Excellent	V Good	Good	Fair	Poor
		Target	Provisional						
Restricting No. of pending claims against the company not acknowledged as debt over the previous years	No of pending cases	-	2	5	1	2	3	4	5

IMC agreed with the targets recommended by the standing committee.

(viii) Marketing efficiency Ratio:

Parameter- Proposed by CPSE	Unit	Wt.	Excellent	V Good	Good	Fair	Poor
Handling of New Commodity other than commodity handled presently i.e. Cement, Sugar, Fertilizer	MT	3	12000	10000	8000	6000	5000
Customer Satisfaction Survey Score at one Terminal by professional agency	%	2	90	85	80	75	70

Standing Committee had observed that parameter of "Customer Satisfaction Survey Score at one Terminal by professional agency" as proposed by CPSE did not reflect efficiency. After discussion it was proposed that parameter i.e Handling of New Commodity other than commodity handled presently i.e. Cement, Sugar, Fertilizer" including food grains can be a better parameter.

After deliberations, the following parameter & targets were recommended by the standing committee:

Parameters- Recommended/ Proposed by Committee	Unit	Wt.	Excellent	V Good	Good	Fair	Poor
Handling of New Commodity other than commodity presently handled (presently handling Cement, Sugar, Fertilizer, Food grains)	MT	5	12000	11000	10000	9000	8000

IMC agreed with the targets recommended by the standing committee.

B. Trade receivable as percentage of Revenue:

Parameter	Unit	2011-12 Actual	2012-13 Actual	2013-14 Actual	2014-15 Actual	2015-16 MoU Basic	2015-16 Anticipated	2015-16 provisional
Trade Receivables as percentage of Revenue from Operations (Gross)	%	9.13	7.56	8.92	13.00	-	12.71	13

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Dr (muv)

Parameter-Proposed by CPSE	Unit	2015-16		Wt.	Excellent	V Good	Good	Fair	Poor
		Target	Provisional						
Trade Receivables as percentage of Revenue from Operations (Gross)	%	-	13	5	11	12	13	14	15

Parameters & targets as proposed by CPSE through administrative ministry were accepted by the standing committee.

IMC also agreed with the targets recommended by the standing committee.

ix. Return on Investment:

Profit Earning CPSEs:	Unit	2011-12 Actual	2012-13 Actual	2013-14 Actual	2014-15 Actual	2015-16 MoU Basic	2015-16 Anticipated	2015-16 provisional
i Dividend /PAT	%	15.25	24.65	34.47	43.84	-	52.05	48.33
ii PAT / Net Worth	%	18.71	19.91	18.96	13.94	-	11.25	12.01
iii Dividend/ Networkth	%	2.85	4.91	6.53	6.11	-	5.85	5.80

Parameter-Proposed by CPSE	Unit	2015-16		Wt.	Excellent	V Good	Good	Fair	Poor
		Target	Provisional						
Dividend /PAT	%		48.33	5	43.40	36.83	34.99	33.24	31.58
ii PAT / Net Worth	%		12.01	10	12.66	12.34	11.73	11.14	10.58
iii Dividend/ Networkth	%		5.80	5	5.49	4.55	4.10	3.70	3.34

Parameters & targets as proposed by CPSE through administrative ministry were accepted by the standing committee.

IMC also agreed with the targets recommended by the standing committee.

6. The targets finalized by IMC are summarized below:

(i) Capacity Utilization:

Parameters-Recommended/Proposed by Committee	Unit	2015-16		Wt.	Excellent	V Good	Good	Fair	Poor
		Target	Provisional						
Cargo Handled	lac MT	-	90	10	95	94	92	90	88

(ii) A. Efficiency Parameters (Physical operations):

Parameters-Recommended/Proposed by Committee	Unit	Wt.	Excellent	V Good	Good	Fair	Poor
% Reduction in Direct Exp to Revenue from operation as-compared to previous year	%	10	3	2.5	2	1.5	0.5

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Dr. Imu

(ii) B. Technology Upgradation:

Parameters	Unit	2015-16		Wt.	Excellent	V Good	Good	Fair	Poor
		Target	Provisional						
Implementation of Web based Warehouse management system (Railtel connectivity)	No of locations	-	6	5	8	7	6	5	4

(iii) Leveraging Net worth :

Parameters- Recommended/ Proposed by Committee	Unit	2015-16		Wt.	Excellent	V Good	Good	Fair	Poor
		Target	Provisional						
CAPEX	Rs crore	-	2.00	15	14.25	14.00	13.75	13.50	13.25

(iv) Monitoring Parameter:

Parameters- Recommended/ Proposed by Committee	Unit	Wt.	Excellent	V Good	Good	Fair	Poor
% of value of CAPEX contracts/ projects running/completed during the year without time/cost overrun to total value of CAPEX contracts running/completed during the year	%	5	100	90	80	70	60

(v) Revenue from Operations (Net of excise duty):

Parameter- Proposed by CPSE	Unit	2015-16		Wt.	Excellent	V Good	Good	Fair	Poor
		Target	Provisional						
Revenue from Operations (Net of excise duty)	Rs Crore	112	84.85	10	103	101	95	90	85

(vi) Operating Profit/Surplus:

Parameter- Proposed by CPSE	Unit	2015-16		Wt.	Excellent	V Good	Good	Fair	Poor
		Target	Provisional						
PBT (excluding Other Income, Extraordinary and Exceptional Items)	Rs Crore	-	18.35	10	21.30	20.60	19.60	18.60	17.70

(vii) Early signs of weakness:

Parameters- Recommended/ Proposed by Committee	Unit	2015-16		Wt.	Excellent	V Good	Good	Fair	Poor
		Target	Provisional						
Restricting. No of pending claims against the company not acknowledged as debt over the previous years	No of pending cases	-	2	5	1	2	3	4	5

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D. & L. M.

(viii) A. Marketing efficiency ratios:

Parameters- Recommended/ Proposed by Committee	Unit	Wt.	Excellent	V Good	Good	Fair	Poor
Handling of New Commodity other than commodity presently handled (presently handling Cement, Sugar, Fertilizer, Food grains)	MT	5	12000	11000	10000	9000	8000

B. Trade receivable as percentage of Revenue:

Parameter- Proposed by CPSE	Unit	2015-16		Wt.	Excellent	V Good	Good	Fair	Poor
		Target	Provisional						
Trade Receivables as percentage of Revenue from Operations (Gross)	%	-	13	5	11	12	13	14	15

(ix) Return on Investment (Profit making CPSEs):

Parameter- Proposed by CPSE	Unit	2015-16		Wt.	Excellent	V Good	Good	Fair	Poor
		Target	Provisional						
Dividend /PAT	%		48.33	5	43.40	36.83	34.99	33.24	31.58
ii PAT / Net Worth	%		12.01	10	12.66	12.34	11.73	11.14	10.58
iii Dividend/ Networth	%		5.80	5	5.49	4.55	4.10	3.70	3.34

7. It was noted that the targets approved 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.

8. It was decided that where achievement is not verifiable from annual report of the CPSE, the same would be accepted on the basis of certification by way of resolution from Board of Directors.

9. It was agreed that 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.

Meeting ended with a vote of thanks to Chair.

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Dir (mm)

List of Members of Inter-Ministerial Committee (IMC) present at meeting held on 06th July, 2016 to discuss and fix targets for MoU of Central Railside Warehouse Company Ltd

1	Shri Ameising Luikham, Secretary(DPE)	Chairman
2	Shri Subhashish Panda, Joint Secretary, MoCAF & PD	Member
4	Shri. D.K. OJHA, Director, MoSPI	Below JS Rank
5	Shri S.K. Goyal, Adviser (MoU)	

Central Railside Warehouse Company Ltd:

1. Shri, Shri K.U Thankachen, MD
2. Shri, Harpreet Singh, MD, CWC

In attendance:

1. Shri Mukesh Kumar Gupta, Director (MoU), DPE
2. Ms. Sandhya, Member Resource Group, DPE
3. Ms. Kavita Kathuria, DGM (F&A)

CAPEX Details for 2016-17

Project Name	Capital Exp. To be incurred (2016-17)	Target date of Completion
RWC Jogeshwari	2.50 Cr.	31.03.2017
RWC Bhiwandi/ Fatuha	2.50 Cr.	31.03.2017
RWC Pahleja	9.25 Cr.	31.03.2017
Total	14.25 Cr.	