MEMORANDUM OF UNDERSTANDING FOR THE YEAR 2013-14

BETWEEN

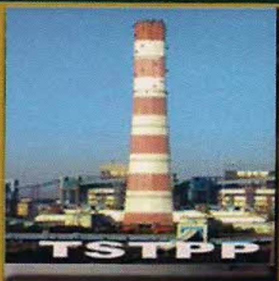
HINDUSTAN STEELWORKS CONSTRUCTION LIMITED

AND

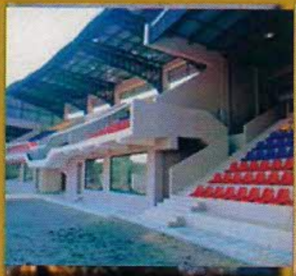
MINISTRY OF STEEL, GOVERNMENT OF INDIA

B.F. # 7 / BHILAI STEEL PLANT

TSTPP / TALCHER



HUBLI / KARNATAKA



PONDICHERI STADIUM

UDAIPUR / TRIPURA

ECR, BIHAR

HSCL

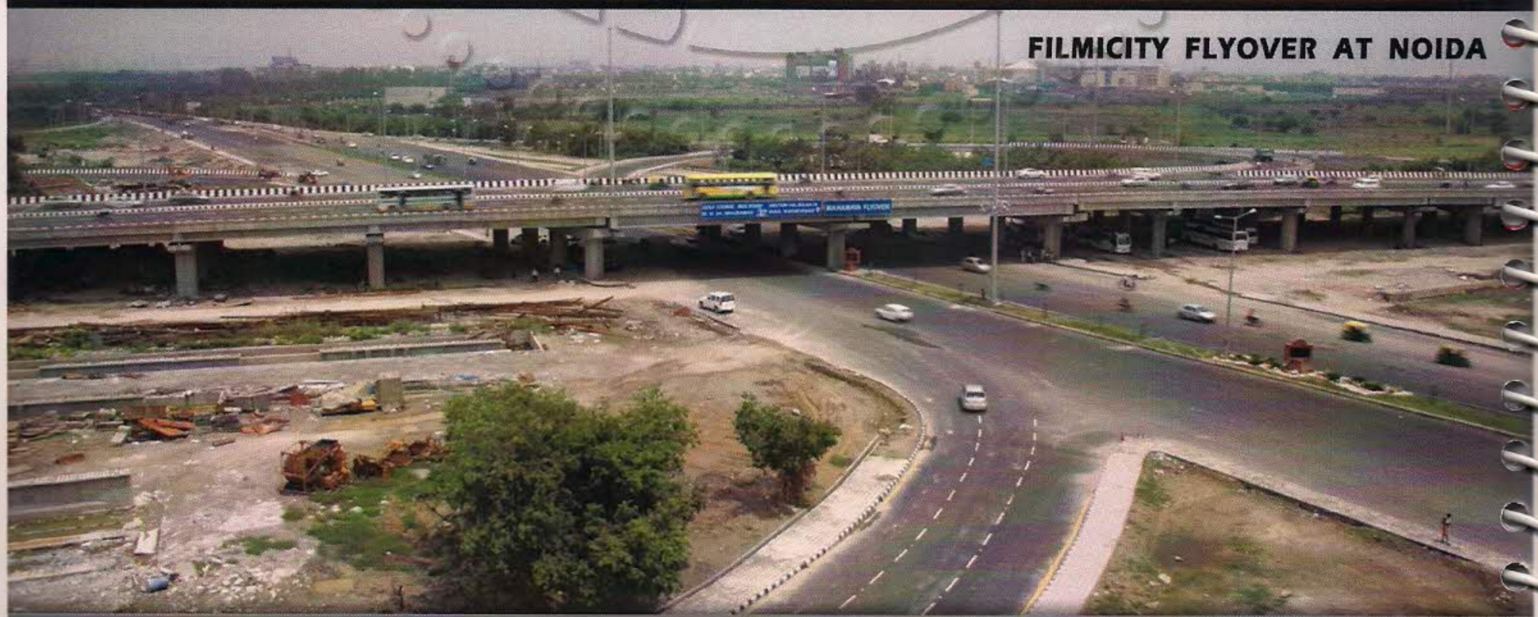
ISO : 9001-2008 Company

PILGRIMAGE CENTRE, SOLOPHOK

ROURKELA STEEL PLANT

RIVER TRAINING PROJECT OF BAGMATI RIVER IN BIHAR

JAWAHARLAL NEHRU INTERNATIONAL STADIU AT COCHIN



FILMICITY FLYOVER AT NOIDA

MEMORANDUM OF UNDERSTANDING FOR THE YEAR 2013-2014

BETWEEN

HINDUSTAN STEELWORKS CONSTRUCTION LIMITED

AND

MINISTRY OF STEEL, GOVERNMENT OF INDIA

This Memorandum of Understanding is made between Hindustan Steelworks Construction Limited and Ministry of Steel, Government of India for the year 2013-2014.

PART-I : MISSION/ VISION & OBJECTIVES

MISSION:

To promote productivity & professionalism both at individual as well as organizational level and generate urge always to do better tomorrow than we do today so that there is better satisfaction to the customer, better profitability to the organization & better sense of achievement to the employee.

VISION:

To establish HSCL as a leader in diverse areas of construction & project management and with competent, motivated & willing workforce & consciousness to social responsibilities.

OBJECTIVES:

- To achieve a Turnover of Rs.2400 Cr. with an Operational Profit of Rs.180 Cr. by the end of FY 2019-20.
- To diversify into new areas of profitable activities and widen its pan India presence by setting up unit offices to cater to the increasing business needs of the Company.
- To upgrade the quality & skill of the employees on the basis of identified training needs.
- To achieve high levels of safety standards.

MoU 2013-14
Approved by DPE/TF
Signed
19/03/13

- To take measures for effecting all round economy by judicious cost control.
- To take appropriate steps for realizing Company's outstanding.
- To modernise its equipment holding.
- To improve the asset base of the Company.
- To take up activities for contributing to the society as a PSU by implementing CSR projects of other PSUs.
- To achieve 100% compliance to the DPE guidelines on Corporate Governance.
- To strengthen Corporate Communication for image building and for achieving higher marketing capabilities.

PART - II : EXERCISE OF ENHANCED AUTONOMY AND DELEGATION OF FINANCIAL POWERS

Normal delegation of power approved in respect of MOU signing companies shall be followed in respect of HSCL.

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Signed

HINDUSTAN STEELWORKS CONSTRUCTION LTD
PERFORMANCE EVALUATION PARAMETERS AND TARGETS FOR 2013-14
MOU Assessment Format for 'Sick and loss making' CPSEs

Annexure-VI

Sl No	Evaluation Criteria	Unit	Wt. (in %)	MOU Target					MOU Target / B.E 2013-14	Documentary evidence and source/origin of document
				Ex	VG	G	F	P		
1	**Static / Financial Parameters (40%)**									
1.1	Gross sales	Rs.in Cr.	10	1400.00	1350.00	**1300.00**	1250.00	1200.00	1300.00	Annual Report and analysis
1.2	Gross margin	Rs.in Cr.	10	100.00	95.00	**90.00**	85.00	80.00	90.00	-do-
1.3	Gross Profit	Rs.in Cr.	5	96.00	91.00	**86.00**	81.00	77.00	86.00	-do-
1.4	Net profit	Rs.in Cr.	5	-14.00	-19.00	**-24.00**	-29.00	-34.00	-24.00	-do-
1.5	Cash Generation from Operation	Rs.in Cr.	5	32.52	30.07	**27.56**	25.04	22.46	27.56	-do-
1.6	Working Capital/Turnover	Ratio	5	(-)0.93	(-)0.97	**(-)1.01**	(-)1.06	(-)1.11	(-)0.93	-do-
	Sub-total (1)		40							

Sl No.	Evaluation Criteria	Unit	Wt. (in %)	MOU Target					B.E 2013-14	Documentary evidence and source/origin
				Ex	VG	G	F	P		
	Dynamic Parameters (25%)									
	Physical Targets	Not applicable								
1	**Order Booking during the year**	Rs.in Cr.	5	1700	1650	**1600**	1550	1500	1600	Certification from practising Chartered Accountant
2	**Quality : LD as a percentage of turnover**	%	5	No LD	0.25%	**0.30%**	0.35%	0.40%	0.30%	Certification from practising Chartered Accountant
3	**Customer Satisfaction**									
(i)	No.of jobs completed to the satisfaction of client as per their assessment	%	2.5	100%	95%	**90%**	85%	80%	90%	Board note and resolution
(ii)	Survey by Independent Agency	5 point scale	2.5	4.50	3.50	**3.00**	2.50	2.00	3.00	Certificate to be given by independent agency
4	**Project Implementation (Modernisation / Expansion**									
(a)	Acvievement of Milestone of Four projects whose CCD would be completed in 2013-14									
(i)	Implementation of Medical & Dental College at Gulbarga (Progress till 12-13 = Rs.605 Cr.Balance = Rs.238 Cr.15% will be on 'hold') Completion target 31.1.2014 - Target = Rs.112 Cr.	Date	2.5	31.12.2013	31.1.2014	**28.2.2014**	15.3.2014	31.3.2014	28.2.2014	Board note and resolution
(ii)	Community Health Centre Project in Jharkhand (Progress till 12-13= Rs.50 Cr.Balance = Rs.18 Cr.15% will be on 'hold') Completion target 31.1.2014 - Target = Rs.8.00)	Date	2.5	31.12.2013	31.1.2014	**28.2.2014**	15.3.2014	31.3.2014	28.2.2014	-do-
(iii)	Civil work of Universal Rail Mill of SAIL/BSP (Pkg.052A) (Progress till 12-13 = Rs.43 Cr.Balance = Rs.48 Cr.20% will be on 'hold') Completion target 31.1.2014 - Target = Rs.30 Cr.	Date	2.5	31.12.2013	31.1.2014	**28.2.2014**	15.3.2014	31.3.2014	28.2.2014	-do-
(iv)	Implementation of Para Medical Institution at Gulbarga (Progress till 12-13 = Rs.100 Cr.Balance = Rs.224 Cr. 20% will be on 'hold') Completion target 31.1.2014 - Target = Rs.160 Cr.	Date	2.5	31.12.2013	31.1.2014	**28.2.2014**	15.3.2014	31.3.2014	28.2.2014	-do-
	Sub-total (2)		25							

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Sl No.	Evaluation Criteria	Unit	Wt. (in %)	MOU Target					B.E 2013-14	Documentary evidence and source/origin of document
				Ex	VG	G	F	P		
	Sector / Enterprise Specific Parameters-(35%) (35%)									
1	**Human Resource Management**									
(a)	Training of 10 engineers in project monitoring (M.S.Project)	Date	**5**	31.11.2013	31.12.2013	**31.01.2014**	28.02.2014	31..03.2014	**31.01.2014**	Board note and resolution
(b)	Risk Management training course to Senior Management Personnel (DGM&above)	Date	**3**	31.12.2013	31.1.2014	**28.2.2014**	15.3.2014	31.3.2014	**28.2.2014**	Board note and resolution
2	**Technology upgradation**									
(a)	Tie up withTechnology suppliers	No	**5**	5	4	**3**	2	1	**3**	Board note and resolution
3	Feasibility study for implementation of ERP	Date	**3**	31.12.2013	31.1.2014	**28.2.2014**	15.3.2014	31.3.2014	**28.2.2014**	Board note and resolution
4	**Reduction in Receivables**									
(a)	Reconciliation of Sundry Debtors, Loans and Advances relating to other CPSEs under MOS	Date	**5**	31.12.2013	31.1.2014	**15.2.2014**	28.02.2014	31.3.2014	**28.2.2014**	Certification from practising Chartered Accountant
(b)	Adjustment / recovery of receivables & payables over 5 years, (Items amounting to Rs.10 Lac and above)	Nos.	**5**	10	7	**5**	4	3	5	Certification from practising Chartered Accountant
5	Capacity utilisation of major construction equipment (Identified equipment at 3 Steel Plant units)	%	**3**	80%	70%	**60%**	50%	40%	**60%**	Board note and resolution
6	Generation of fund from non performing assets	Rs.in Cr.	**3**	0.50	0.40	**0.30**	0.25	0.20	**0.30**	Certification from practising Chartered Accountant
7	**Corporate Social Responsibility & Sustainable Development**									
(a)	To conduct Skill Development Programmes	No of programmes	**3**	5	4	**3**	2	1	**3**	Board note and resolution
	Sub-total (3)		35							
	Total (1+2+3)		100							

Note: (i) Non-compliance of Corporate Governance will be penalized by way of negative marking and the MOU Score will be increased in accordance with DPE OM No.18(8)/2005-gm dt.22.6.2011

(ii) CPSE has to give a certificate regarding implementation of Guidelines issued by DPE aas per OM No.DPE /14(38)/10-Fin dt.28.6.2011 and also a certificate from their auditors / Chartered Accountant in Practice.

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PART - IV : COMMITMENT/ ASSISTANCE FROM THE GOVERNMENT

i) Approval of the Revival Plan of the Company.
ii) Help required from Ministry of Steel for minimum requirement of manpower for sustainable operation.

PART - V : ACTION PLAN FOR IMPLEMENTATION AND MONITORING OF MOU

Frequency of Evaluation :-

Quarterly review of performance will be taken up by the Board of Directors of the Company.

A joint review of performance will be undertaken by Ministry on half-yearly basis and the evaluation will be done by DPE at the end of the year.

(SRI MALAY CHATTERJEE)
Chairman - Cum - Managing Director
Hindustan Steelworks Construction Ltd.

D. R. Chy
(SRI D.R.S. CHAUDHARY)
Secretary to Govt. of India
Ministry of Steel.

MoU 2013-14
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Signed

WORKING DETAILS OF PROJECTED FINANCIAL TARGETS					Annexure-I
2013-14					
PARTICULARS	**LEVEL-I**	**LEVEL-II**	**LEVEL-III**	**LEVEL-IV**	**LEVEL-V**
GROSS SALES (Rs. In Cr)	1400.00	1350.00	1300.00	1250.00	1200.00
CONTRACT PAYMENT, STORES AND	1263.00	1220.00	1176.00	1132.00	1087.00
REPAIR AND MAINTENANCE	5.00	5.00	5.00	5.00	5.00
MANPOWER	13.00	13.00	13.00	13.00	13.00
ADMINISTRATIVE CHG.	19.00	17.00	16.00	15.00	15.00
TOTAL	1300.00	1255.00	1210.00	1165.00	1120.00
GROSS MARGIN (PBIDT)	100.00	95.00	90.00	85.00	80.00
INTEREST & FINANCIAL CHARGES	110.00	110.00	110.00	110.00	110.00
PBDT	-10.00	-15.00	-20.00	-25.00	-30.00
DEPRECIATION	4.00	4.00	4.00	4.00	4.00
PBT	-14.00	-19.00	-24.00	-29.00	-34.00
VRS EXPNDITURE	0.00	0.00	0.00	0.00	0.00
NET PROFIT / (LOSS)	-14.00	-19.00	-24.00	-29.00	-34.00

HINDUSTAN STEELWORKS CONSTRUCTION LTD

Working details of projected Financial Results

Annexure-A

(`. in Cr.)

S. No.	Particulars		2010-11	2011-12	2012-13			2013-14				
			Actual 10-11	Actual	Upto 30.09.2012	Upto 31.12.2012	Projected	MoU Target (Projected)Level-1	MoU Target (Projected)Level-2	MoU Target (Projected)Level-3	MoU Target (Projected)Level-4	MoU Target (Projected)Level-5
(1)	(2)		(3)	(4)	(5)	(6)	(7)			(8)		
1	**Total Income**		**996.30**	**1,208.16**	**530.28**	**809.05**	**1,345.00**	**1,400.00**	**1,350.00**	**1,300.00**	**1,250.00**	**1,200.00**
1.1	Gross Sales		974.90	1,171.42	522.71	797.68	1,345.00	1,400.00	1,350.00	1,300.00	1,250.00	1,200.00
1.2	Less: Excise Duties & Others		-	-	-	-	-	-	-	-	-	-
1.3	Net Sales/Operating Income		974.90	1,171.42	522.71	797.68	1,345.00	1,400.00	1,350.00	1,300.00	1,250.00	1,200.00
1.4	Accretion/Depletion to finished stock to work-in-progress						-	-	-	-	-	-
1.5	Other Income		21.40	36.74	7.57	11.37	-	-	-	-	-	-
2	**Total Expenditure**		**929.31**	**1,125.40**	**501.54**	**765.35**	**1,258.00**	**1,300.00**	**1,255.00**	**1,210.00**	**1,165.00**	**1,120.00**
2.1	Raw Material/Purchase of products for resale		-	-	-	-	-	-	-	-	-	-
2.2	Manufacturing Expenses/Direct Expenses/operational Expenses.		879.18	1,069.50	481.28	735.71	1,217.00	1,263.00	1,220.00	1,176.00	1,132.00	1,087.00
2.3	Salaries & Wages		22.06	18.71	9.94	14.56	18.00	13.00	13.00	13.00	13.00	13.00
2.4	Other Expenses		28.07	37.19	10.32	15.08	23.00	24.00	22.00	21.00	20.00	20.00
3	**Gross Margin (PBIDT)**		**66.99**	**82.76**	**28.74**	**43.70**	**87.00**	**100.00**	**95.00**	**90.00**	**85.00**	**80.00**
4	Adjustments		-4.22	0.06	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
5	**Gross Margin (PBIDT)(Net)**		**71.21**	**82.70**	**28.74**	**43.70**	**87.00**	**100.00**	**95.00**	**90.00**	**85.00**	**80.00**
6	DRE		-	-	-	-	-	-	-	-	-	-
7	Depreciation		2.71	3.37	1.37	2.08	4.00	4.00	4.00	4.00	4.00	4.00
8	Gross Profit (Operating Income)/PBIT		68.50	79.33	27.37	41.62	83.00	96.00	91.00	86.00	81.00	76.00
9	Profit/Loss on Sale of Assets		-	-	-	-	-	-	-	-	-	-
10	Prior Period Adjustments		-	-	-	-	-	-	-	-	-	-
11	Extra-ordinary Items(Net)		-	5.02	-	-	-	-	-	-	-	-
9	Interest		101.64	102.43	54.03	81.04	105.00	110.00	110.00	110.00	110.00	110.00
10	Provision for tax(including deferred &FBT)		-0.30	-0.03	0.00	0.00		0.00	0.00	0.00	0.00	0.00
11	Loss on Libya Projects		-	-	-	-		-	-	-	-	-
12	Other Provisions		5.25	-	-	-		-	-	-	-	-
13	**Net Profit**		-38.09	-28.09	-26.66	-39.42	-22.00	-14.00	-19.00	[illegible]	-29.00	-34.00
14	Dividend Paid		-	-	-	-	-	-	-		-	
15	Tax on Dividend		-	-	-	-	-	-	-		-	
16	Retained Profit		-	-	-	-	-	-	-		-	
17	Return to Capital@ 10%/4% whichever is applicable		-81.36	-106.50	-106.76	-106.77	-102.62	-97.70	-98.42	[illegible]	-99.86	-100.58
18	Added Value(5-17)		152.57	189.20	135.50	150.47	189.62	197.70	193.42	189.14	184.86	180.58
19	No. of Employees		751	517	420	376	650	650	650	650	650	650

S. No.	Particulars	2010-11	2011-12	2012-13			2013-14				
		Actual 10-11	Actual	Upto 30.09.2012	Upto 31.12.2012	Projected	MoU Target (Projected)Level-1	MoU Target (Projected)Level-2	MoU Target (Projected)Level-3	MoU Target (Projected)Level-4	MoU Target (Projected)Level-5
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)				
	EQUITY AND LIABILITIES										
	Shareholders' fund	-1343.89	-1371.97	-1398.63	-1411.39	-1393.97	-1407.97	-1412.97	[illegible]	-1422.97	-1427.97
a	Share Capital	117.10	117.10	117.10	117.10	117.10	117.10	117.10	117.10	117.10	117.10
b	Reserves and surplus	-1460.99	-1489.07	-1515.73	-1528.49	-1511.07	-1525.07	-1530.07	[illegible]	-1540.07	-1545.07
	Non-current liabilities	**530.25**	**306.93**	**330.99**	**343.72**	**367.78**	**430.93**	**428.78**	**426.58**	**424.38**	**422.13**
c	Long-term borrowings	333.38	84.90	84.90	84.90	84.90	84.90	84.90	84.90	84.90	84.90
d	Deferred tax liabilities (Net)	0.14	0.11	0.11	0.11	0.11	0.11	0.11	0.11	0.11	0.11
e	Other Long term liabilities & provisions	196.73	221.92	245.98	258.71	282.77	345.92	343.77	341.57	339.37	337.12
	Current liabilities	**1,945.48**	**2,393.94**	**2,472.04**	**2,492.63**	**2,559.78**	**2,693.15**	**2,692.35**	**2,691.54**	**2,690.72**	**2,689.89**
f	Short-term borrowings	1,280.80	1,639.33	1,680.76	1,707.77	1,731.73	1,841.73	1,841.73	1,841.73	1,841.73	1,841.73
g	Trade payables	418.61	508.68	545.35	538.93	582.12	605.49	604.69	603.88	603.06	602.23
h	Other current liabilities & Short term provisions	246.07	245.93	245.93	245.93	245.93	245.93	245.93	245.93	245.93	245.93
	TOTAL	**1,131.84**	**1,328.90**	**1,404.40**	**1,424.96**	**1,533.59**	**1,716.11**	**1,708.16**	**1,700.16**	**1,692.13**	**1,684.05**
	Non-current Assets										
a	Fixed assets	37.86	41.18	39.81	41.31	37.18	38.18	38.18	38.18	38.18	38.18
b	Non-current investments	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
c	Long-term loans and advances	146.20	156.09	182.23	195.97	223.34	293.34	290.84	288.34	285.84	283.34
	Current assets	**947.78**	**1,131.63**	**1,182.36**	**1,187.67**	**1,273.07**	**1,384.59**	**1,379.14**	**1,373.63**	**1,368.11**	**1,362.53**
h	Inventories	2.95	1.93	1.92	1.92	1.92	1.93	1.93	1.93	1.93	1.93
i	Trade receivables	411.00	524.93	558.74	565.36	605.61	661.61	659.61	657.61	655.61	653.61
j	Cash and cash equivalents	291.85	333.31	357.16	356.44	407.52	435.04	432.59	430.08	427.56	424.98
k	Short-term loans and advances	128.31	152.86	163.31	168.81	179.76	207.76	206.76	205.76	204.76	203.76
l	Other Current Assets	113.67	118.60	103.23	95.14	78.26	78.25	78.25	78.25	78.25	78.25
	TOTAL	**1,131.84**	**1,328.90**	**1,404.40**	**1,424.96**	**1,533.59**	**1,716.11**	**1,708.16**	**1,700.16**	**1,692.13**	**1,684.05**
				0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

S. No.	Particulars	2010-11		2012-13			2013-14				
		Actual 10-11	Actual	Upto 30.09.2012	Upto 31.12.2012	Projected	MoU Target (Projected) Level-1	MoU Target (Projected)Level-2	MoU Target (Projected)Level-3	MoU Target (Projected)Level-4	MoU Target (Projected)Level-5
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)				
a	**Net Worth**	-1,343.89	-1,371.97	-1,398.63	-1,411.39	-1,393.97	-1,407.97	-1,412.97	[illegible]	-1,422.97	-1,427.97
b	**Capital Employed**	-813.64	-1,065.04	-1,067.64	-1,067.67	-1,026.19	-977.04	-984.19	[illegible]	-998.59	-1,005.84
c	**Net Worth/Capital Employed**	Irrational	Irrational	Irrational	Irrational	Irrational	Irrational	Irrational	Irrational	Irrational	Irrational
d	**Gross Margin/Gross Block**	0.73	0.90	0.31	0.47	0.94	1.03	0.98	0.92	0.87	0.82
e	**Net Profit/Net Worth**	irrational	Irrational	Irrational	Irrational	Irrational	Irrational	Irrational	Irrational	Irrational	Irrational
f	**Gross Profit/Capital Employed**	-0.08	-0.07	-0.03	-0.04	-0.08	-0.10	-0.09	[illegible]	-0.08	-0.08
g	**PBIDT/Total Employment**	0.09	0.16	0.07	0.12	0.13	0.15	0.15	0.14	0.13	0.12
h	**Added Values/Sales**	0.16	0.16	0.26	0.19	0.14	0.14	0.14	0.15	0.15	0.15
	WC/TURNOVER	-1.00	-1.04	-2.43	-1.61	-0.96	-0.93	-0.97	-1.01	-1.06	-1.11

S. No.	Particulars	2010-11	2011-12	2012-13			2013-14				(`. In Cr.)
		Actual 10-11	Actual	Upto 30.09.2012	Upto 31.12.2012	Projected	MoU Target (Projected) Level-1	MoU Target (Projected)Level-2	MoU Target (Projected)Level-3	MoU Target (Projected)Level-4	MoU Target (Projected)Level-5
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)				
	Profit/(-)Loss after Tax	-38.40	-28.11	-26.66	-39.42	-22.00	-14.00	-19.00	[illegible]	-29.00	-34.00
	Less :- Taxation	0.00									
	Profit/(-)Loss before Tax	-38.40	-28.11	-26.66	-39.42	-22.00	-14.00	-19.00	[illegible]	-29.00	-34.00
	Adjustment for:										
	Depreciation	2.55	3.41	1.37	2.08	4.00	4.00	4.00	4.00	4.00	4.00
	Other Income	19.53	29.25								
	Interest Expenses	100.47	101.06	54.03	81.04	105.00	110.00	110.00	110.00	110.00	110.00
	Operating Profit before Working Capital changes	45.09	47.11	28.74	43.70	87.00	100.00	95.00	90.00	85.00	80.00
	Adjustment for :										
	Inventory	2.93	1.03	0.01	0.00	0.01					
	Trade receivables	-99.34	-113.93	-31.81	-40.45	-80.70	-0.01	-0.01	-0.01	-0.01	-0.01
	Long Term & Short Term Loan & Advances	-126.71	-30.97	-21.22	-32.36	-53.80	-56.00	-54.00	[illegible]	-50.00	-48.00
							-97.99	-94.49	[illegible]	-87.49	-83.99
	Trade Creditors & Payables Short Term & Long Term	263.48	115.13	48.13	54.45	121.70	86.52	83.57	80.56	77.54	74.46
	Cash generated from Operations (A)	**85.45**	**18.37**	**23.85**	**25.34**	**74.21**	**32.52**	**30.07**	**27.56**	**25.04**	**22.46**
	Cash generatedfrom Investing Activities (B)										
	Proceeds From Borrowing	15.58	26.40	54.03	81.04	105.00	110.00	110.00	110.00	110.00	110.00
	Purchase of Fixed Asset										
	Cash flow from financing activities (C)										
	Interest Payment	-2.72	4.06	-54.03	-81.04	-105.00	-110.00	-110.00	[illegible]	-110.00	-110.00
	Decrease in Cap. W I P	-0.66	0.76								
	Purchase of Fixed Asset	-11.22	-8.13		-2.21		-5.00	-5.00	[illegible]	-5.00	-5.00
	Net Increase/(Decrease) in Cash & Cash Equivalent	**86.43**	**41.46**	**23.85**	**23.13**	**74.21**	**27.52**	**25.07**	**22.56**	**20.04**	**17.46**
	Cash & Cash Equivalent at the beginning	**205.42**	**291.85**	**333.31**	**333.31**	**333.31**	**407.52**	**407.52**	**407.52**	**407.52**	**407.52**
	Cash & Cash Equivalent at the end	**291.85**	**333.31**	**357.16**	**356.44**	**407.52**	**435.04**	**432.59**	**430.08**	**427.56**	**424.98**
				0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

		Annexure-VIII		
		(`. in Cr.)		
		2012-13		2013-14
Particulars	Till 30.09.2012	Till 31.12.2012	Projected	Projected
	1	2	3	4
Production	NA	NA	NA	NA
Gross Sales	**530.28**	**809.05**	**1,345.00**	**1,300.00**
Gross Margin	28.74	43.70	87.00	90.00
Profit before tax	-26.66	-39.42	-22.00	-24.00
Gross Block	92.32	92.32	92.32	97.32
Less dep.	52.51	54.59	58.59	62.59
Net block	39.81	37.73	33.73	34.73
Share Capital of CPSE	117.10	117.10	117.10	117.10
Less deferred reve exp / pre-acquisation loss	0.00	0.00	0.00	0.00
Less Profit & Loss A/c	-1,515.73	-1,528.49	-1,511.07	-1,535.07
Net worth of CPSE	-1,398.63	-1,411.39	-1,393.97	-1,417.97
Investment	0.00	0.00	0.00	0.00
Sundry debtors/sales	1.05	0.70	0.45	0.51
Inventory	1.92	1.92	1.92	1.93
Total Current assets	1,182.36	1,187.67	1,273.07	1,373.63
Total current liabilities & Provisions	2,472.04	2,492.63	2,559.78	2,691.54
Net Current assets	-1,289.68	-1,304.96	-1,286.71	-1,317.91
Capital employed (Net block + net current assets)	-1,067.64	-1,067.67	-1,026.19	-991.39
Total debt	2,803.03	2,836.35	2,927.56	3,118.12
Total assets	1,404.40	1,424.96	1,533.59	1,700.15
No. of employees of CPSE	420	376	650	650
Add value (gross margin less capital recovery factor 4% of capital employed for social sector and 10%	135.50	150.47	189.62	189.14
Ratio				
Debt/equity	0.00	0.00	0.00	0.00
Return on Net worth (% ege)	0.00	0.00	0.00	0.00
PBIDT/Total employment of CPSE (Rs.)	0.07	0.12	0.13	0.14
Gross Profit/Capital employed (%age)	-0.03	-0.04	-0.08	-0.09
Net Profit / Net Worth (%age)	irrational	irrational	irrational	irrational
Working of gross margin				
Net Profit	-26.66	-39.42	-22.00	-24.00
Tax	0.00	0.00	0.00	0.00
Net profit before tax	-26.66	-39.42	-22.00	-24.00
add Prior period				
add extra ordinary items	0.00	0.00	0.00	0.00
Profit before prior period	-26.66	-39.42	-22.00	-24.00
add Interest	54.03	81.04	105.00	110.00
Gross Profit	**27.37**	**41.62**	**83.00**	**86.00**
add depreciation	1.37	2.08	4.00	4.00
Misc. expenditure written off	0.00	0.00	0.00	0.00
Gross Margin before Interest depreciation & misc. expenditure written off	**28.74**	**43.70**	**87.00**	**90.00**
Additional for "Trading & Consultancy Sector"				
i) Gross margin/gross sales	0.05	0.05	0.06	0.07
ii) Operating turnover/Total No. of employee of CPSE	1.26	2.15	2.07	2.00
Gross margin - Profit before interest, depreciation,tax including deferred tax, amortisation, prior period adjustment a/c & extra ordinary items - `. in Crores	28.74	43.70	87.00	90.00
Net profit after tax but before extra ordinary items and prior period adjustment a/c	-26.66	-39.42	-22.00	-24.00
ADD VALUE (`. in crores)	135.50	150.47	189.62	189.14
WC/TURNOVER	-2.43	-1.61	-0.96	-1.01

ANNEXURE-X

Self declaration / certification by CPSE

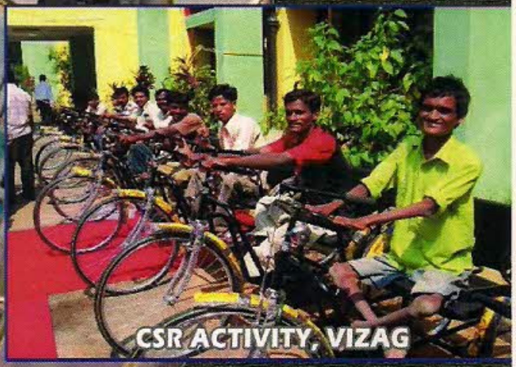
It is hereby certified that the targets and actual achievements in respect of financial parameters have been worked out as per MoU Guidelines by adopting the norms and definitions laid down in MoU Guidelines for the year 2011-12. In case, any deviation is found at the time of appraisal of performance, DPE is free to evaluate as per audited accounts as per MoU Guidelines, CPSE has no right of claim in this regard.

Authorised Signatory


REGIONAL SCIENCE CENTRE, RANCHI


HON'BLE SECRETARY STEEL INAUGURATING THE BRUSHER


TRADE FAIR, DELHI


CSR ACTIVITY, VIZAG


CMD WITH DELHI FOUNDATION OF DEAF WOMEN

CREATING INFRASTRUCTURE WITH A DIFFERENCE