



MEMORANDUM OF UNDERSTANDING (MoU)

BETWEEN

**National Scheduled Castes Finance
and Development Corporation
(NSFDC)**

AND

**Ministry of Social Justice
& Empowerment
Government of India**

FOR THE FINANCIAL YEAR 2017-18



**नेशनल शेड्यूलड कास्ट्स फाइनेंस एंड डेवलपमेंट कॉर्पोरेशन
(भारत सरकार का उपक्रम)**

**National Scheduled Castes Finance and Development Corporation
(A Govt. of India Undertaking)**

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BRIEF ABOUT THE NSFDC

1.	Name of the CPSE	National Scheduled Castes Finance and Development Corporation (NSFDC)														
2.	Status : As per DPE Guidelines (Sick/Incipient Sick/Weak/None)	None														
3.	Reasons of Sickness, if applicable	Not Applicable														
4.	Whether registered with BIFR, if yes, details.	No														
5.	Schedule of the CPSE (A/B/C/D/None)	None														
6.	Purpose for which CPSE has been set up and the main business now.	<p>The broad objective of National Scheduled Castes Finance and Development Corporation (NSFDC) is to finance for the economic empowerment of persons belonging to the Scheduled Caste families living below Double the Poverty Line (DPL) limit including Skill upgradation.</p> <p>NSFDC has been providing concessional financial assistance, through Channelizing Agencies, for economic empowerment, education and skill training of the persons belonging to Scheduled Caste living below Double the Poverty Line limit [Presently, annual family income up to Rs.98,000/- for rural areas and up to Rs.1,20,000/- for urban areas w.e.f. 29.07.2015] under its various schemes.</p>														
7.	Number and Name of subsidiary companies along with amount invested and share in its profit during last five years.	<p>NSFDC does not have any subsidiary companies.</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 15%;">Year</th> <th style="width: 30%;">Name of Subsidiary</th> <th style="width: 20%;">Amount Invested (Rs.)</th> <th style="width: 35%;">Share in its Profit (Rs.)</th> </tr> </thead> <tbody> <tr> <td>2011-12</td> <td colspan="3" rowspan="5" style="text-align: center; vertical-align: middle;">Not Applicable</td> </tr> <tr> <td>2012-13</td> </tr> <tr> <td>2013-14</td> </tr> <tr> <td>2014-15</td> </tr> <tr> <td>2015-16</td> </tr> </tbody> </table>			Year	Name of Subsidiary	Amount Invested (Rs.)	Share in its Profit (Rs.)	2011-12	Not Applicable			2012-13	2013-14	2014-15	2015-16
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2011-12	Not Applicable															
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8.	Number and Name of Joint Venture companies along with amount invested and share in its profit during last five years.	<p>NSFDC does not have any Joint Venture companies.</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 15%;">Year</th> <th style="width: 30%;">Name of Joint Venture</th> <th style="width: 20%;">Amount Invested (Rs.)</th> <th style="width: 35%;">Share in its Profit (Rs.)</th> </tr> </thead> <tbody> <tr> <td>2011-12</td> <td colspan="3" rowspan="5" style="text-align: center; vertical-align: middle;">Not Applicable</td> </tr> <tr> <td>2012-13</td> </tr> <tr> <td>2013-14</td> </tr> <tr> <td>2014-15</td> </tr> <tr> <td>2015-16</td> </tr> </tbody> </table>			Year	Name of Joint Venture	Amount Invested (Rs.)	Share in its Profit (Rs.)	2011-12	Not Applicable			2012-13	2013-14	2014-15	2015-16
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2015-16																
9.	Details of revival plan approved earlier.	Not Applicable														

PERFORMANCE CRITERIA & MoU TARGETS FOR THE FINANCIAL YEAR 2017-18

Sl. No.	Performance Criteria	Unit	Marks	2016-17) (Estimated)	Best in last 5 Years	MoU Target for the Year 2017-18					%age Improvement*
						Excel- lent	Very Good	Good	Fair	Poor	
(A) Compulsory Parameter											
(i)	Turnover - Revenue from Operations (Net)	Rs./ Crore	10	26.16	27.01	30.00	29.00	28.00	27.00	26.50	(+)10.86%
(ii)	Operating Profit or Surplus /Revenue from Operation (Net)	%	20	19.07%	39.76%	19.10%	18.50%	17.75%	17.50%	17.25%	(-)2.99%
(iii)	Return on Investment : PAT or Surplus/ Net Worth	%	20	2.26%	3.18%	1.30%	1.21%	1.18%	1.16%	1.13%	(-)46.46%
(C) Optional Parameters (Finance CPSEs)											
(i)	Loans disbursed/ Total Funds Available	%	10	56.67%	56.00%	63.00%	62.00%	61.00%	60.00%	59.00%	(+)9.41%
(ii)	Loan disbursed to Micro Finance Beneficiaries as a %age of Total Disbursement	%	05	24.42%	49.75%	42.00%	40.00%	38.00%	36.00%	34.00%	(+)63.80%
(iii)	Overdue Loans/ Total Loans (Net)	%	10	26.11%	31.42%	24.00%	25.00%	26.00%	27.00%	27.50%	(+)4.25%
(iv)	NPA/Total Loans (Net)	%	10	1.11%	1.46%	1.09%	1.11%	1.12%	1.13%	1.14%	0.00%
(v) Any other Specific result-oriented Measurable Parameter											
(A)	Number of target group provided skill development training in terms of common norms issued by Ministry of Skill Development	Nos.	05	17,008	N.A.	16,000	15,500	15,400	15,300	15,200	(-)8.87%
(B)	Number of target group provided skill development training of atleast 6 months duration.	Nos.	05	N.A.	N.A.	1,000	900	800	700	600	-
* Target under Clause (B) above is separate and in addition to target under Clause (A)											

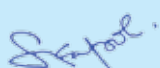
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Sl. No.	Performance Criteria	Unit	Marks	2016-17 (Estimated)	Best in last 5 Years	MoU Target for the Year 2017-18					%age Improvement*
						Excel-lent	Very Good	Good	Fair	Poor	
(vi) HRM Parameters											
(A)	On-line submission of ACR/ APAR in respect of all executives (E0 and above) along with compliance of prescribed timelines w.r.t. writing of ACR/ APAR	% of number of executives	01	N.A.	N.A.	100	95	90	85	80	-
(B)	Online Quarterly Vigilance clearance updation for Senior Executives [AGM (E-5) and above]	% of number of senior executives	01	N.A.	N.A.	100	95	90	85	80	-
(C)	Preparation of Succession Plan and its approval by Board of Directors	Date	01	N.A.	N.A.	30.09.2017	15.10.2017	31.10.2017	15.11.2017	30.11.2017	-
(D)	Holding of DPC without delay for executive (E0 and above level)	%age	01	N.A.	N.A.	100	95	90	85	80	-
(E)	Talent Management and carrier progression by imparting at least one week training in Centre of Excellence within India e.g. IITs, IIMs, NITs, ICAI, etc.	%age of executives	01	N.A.	N.A.	10	9	8	7	6	-
TOTAL			100								

N.A.: Not Applicable

Note:

1. The 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 Para 14.2 of MoU Guidelines 2017-18.
2. The targets recommended by the IMC are based on estimates submitted by NSFDC for the year 2016-17. In case of better performance of NSFDC as per the final results as compared to estimates, the difference shall be added to the targets for the year 2017-18.
3. NSFDC will update land holdings on Government Land Information System (GLIS).


SHYAM KAPOOR
CHAIRMAN-CUM-MANAGING DIRECTOR
NATIONAL SCHEDULED CASTES FINANCE
AND DEVELOPMENT CORPORATION


G. LATHA KRISHNA RAO
SECRETARY
DEPARTMENT OF SOCIAL JUSTICE &
EMPOWERMENT, MOSJ&E, GOVT. OF INDIA

DATE : 01.08.2017
PLACE: NEW DELHI

TREND ANALYSIS (Part A)

Sl. No.	Financial Performance Criteria	Unit	Target v/s Actual	2011-12	2012-13	2013-14	2014-15	2015-16	Current year	
									Actual upto 31.12.16	Estimated 31.03.17
1	Revenue from Operations-Gross	Rs. Crore		23.77	27.01	22.19	24.42	23.43	20.10	26.16
	Revenue from Operations-Net		Actual	23.77	27.01	22.19	24.42	23.43	20.10	26.16
			MoU	-	-	-	-	-	-	26.16
2	a. Profit before Tax	Rs. Crore		21.59	25.17	30.07	36.15	44.05	19.3225	34.93
	b. Other Incomes			13.50	20.46	25.56	31.37	36.70	9.43	30.00
	c. Extraordinary & Exceptional items			0.00	4.22	0.68	0.00	0.00	0.00	0.00
	d. Prior Period Items			1.36	0.07	0.00	0.05	0.08	0.03	0.06
	d. Operating Surplus (a-b+/-c +/-d)		Actual	9.45	9.00	5.19	4.83	7.43	9.92	4.99
			MoU	-	-	-	-	-	-	-
3	a. PAT/ SURPLUS	Rs. Crore		21.59	25.18	30.06	36.15	44.05	19.32	34.93
	b. Net Worth at year end			913.52	1044.39	1174.66	1311.58	1457.16	1476.48	1,630.09
	c. Average Net Worth			862.51	978.96	1,109.53	1,243.12	1,384.37	1,466.82	1,543.63
	d. PAT/Net worth	%	Actual	2.36%	2.41%	2.56%	2.76%	3.02%	1.31%	2.14%
		MoU	-	-	-	-	-	-	-	3.25%
	e. Paid-up Share Capital			676.80	781.80	881.80	981.80	1081.80	1219.80	1219.80
	f. Gol Share			100%	100%	100%	100%	100%	100%	100%
	g. Reserves and surplus			236.72	262.59	292.86	329.78	375.36	394.68	410.29
4	Total Expenses	Rs. Crore		12.56	18.08	17.69	19.59	16.08	10.2075	21.23
5	Total Income			34.15	43.25	47.75	55.79	60.13	29.53	56.16
6	Total expenses/Total Incomes	%		36.78%	41.80%	37.05%	35.11%	26.74%	34.57%	37.80%
7	Detail of other Incomes									
	a. Interest	Rs. Crore		9.92	15.78	28.32	30.65	36.00	9.43	29.30
	b. Dividend			0	0	0	0	0	0	0
	c. Other Incomes			0.46	0.47	0.63	0.72	0.70	9.43	0.70
	d. Total			10.38	16.25	28.95	31.37	36.70	18.86	30.00
8	a. Cash and Bank Balance and equivalent			121.54	216.30	254.09	330.28	411.03	548.34	296.19
	b. Investment in mutual funds			0.00	0.00	0.00	0.00	0.00	0.00	0.00
	c. Investment in shares other than subsidiary/JVs			0.00	0.00	0.00	0.00	0.00	0.00	0.00
	d. Total (a+b+c)			121.54	216.30	254.09	330.28	411.03	548.34	296.19
	e. Cash credit/Over-draft loan/Short-Term loan			0.00	0.00	0.00	0.00	0.00	0.00	0.00
	f. Balance in Current account			N.A	N.A	N.A	N.A	N.A	N.A	N.A
9	Dividend paid/ declared for the year, excluding Dividend Tax			N.A	N.A	N.A	N.A	N.A	N.A	N.A

Note: Trend would be given for actual figures for preceding five years (audited) and estimated of current year i.e. previous year to the year in respect of which targets are being negotiated.

TREND ANALYSIS (Part B)

Sl. No.	Financial Performance Criteria	Unit	Target v/s Actual	2011-12	2012-13	2013-14	2014-15	2015-16	Current year	
									Actual upto 31.12.16	Estimated 31.03.17
1	Installed Capacity in respect of each product			-	-	-	-	-	-	-
2	Capacity Utilisation in respect of each product		Actual	-	-	-	-	-	-	-
			MoU	-	-	-	-	-	-	-
3	Contribution of each product in sales.	%		-	-	-	-	-	-	-
4	New Orders Received during the year	Rs. Crore	Actual	-	-	-	-	-	-	-
			MoU	-	-	-	-	-	-	-
5	Exports as a percentage of Revenue from operations	%	Actual	-	-	-	-	-	-	-
			MoU	-	-	-	-	-	-	-
6	Development or Revenue from new products or product with new features.		Actual	-	-	-	-	-	-	-
			MoU	-	-	-	-	-	-	-
7	Product efficiency parameters.		Actual	-	-	-	-	-	-	-
			MoU	-	-	-	-	-	-	-
8	Completion of milestone of clients orders/ agreements without time overrun.	%	Actual	-	-	-	-	-	-	-
			MoU	-	-	-	-	-	-	-
9	R&D, Innovation, Technology upgradation parameter.		Actual	-	-	-	-	-	-	-
			MoU	-	-	-	-	-	-	-
10	Market Share	%	Actual	-	-	-	-	-	-	-
			MoU	-	-	-	-	-	-	-

Sl. No.	Financial Performance Criteria	Unit	Target v/s Actual	2011-12	2012-13	2013-14	2014-15	2015-16	Current year	
									Actual upto 31.12.16	Estimated 31.03.17
11	CAPEX		Actual	-	-	-	-	-	-	-
			MoU	-	-	-	-	-	-	-
12	CAPEX contracts/ projects running/ completed without time/cost overrun to total value of CAPEX.	%	Actual	-	-	-	-	-	-	-
			MoU	-	-	-	-	-	-	-
13	Inventory of finished goods and work in progress.	Rs. Crore	Actual	-	-	-	-	-	-	-
			MoU	-	-	-	-	-	-	-
14	Inventory of finished goods and work in progress to RO(Net)	Rs. Crore	Actual	-	-	-	-	-	-	-
			MoU	-	-	-	-	-	-	-
15	Inventory of finished goods of more than one year	Rs. Crore	Actual	-	-	-	-	-	-	-
16	Inventory of finished goods of more than one year as a percentage of RO	%	Actual	-	-	-	-	-	-	-
			MoU	-	-	-	-	-	-	-
17	Trade receivables (Net) as number of days of Revenue from Operations (gross)	Rs. Crore	Actual	320.07	328.67	332.67	340.90	303.53	359.49	355.97
			MoU	-	-	-	-	-	-	-
18	Trade receivables (Net) as number of days of Revenue from Operations (gross)	No. of Days	Actual	-	-	-	-	-	NA	NA
			MoU	-	-	-	-	-	-	-
19	Claims against the Company not acknowledged raised by									
	Central Government Departments			0.00	0.00	0.00	0.00	0.00	0.00	0.00
	State Governments/Local Authorities			0.08	0.08	0.08	0.22	0.20	0.20	0.20
	CPSEs			0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Others			0.19	0.19	0.19	0.00	0.00	0.00	0.00

Sl. No.	Financial Performance Criteria	Unit	Target v/s Actual	2011-12	2012-13	2013-14	2014-15	2015-16	Current year	
									Actual upto 31.12.16	Estimated 31.03.17
	Total		Actual	0.27	0.27	0.27	0.22	0.20	0.20	0.20
			MoU	-	-	-	-	-	-	-
20	Loans disbursed/Total Funds Available		Actual	55.97%	46.61%	47.21%	43.27%	46.67%	16.91%	56.67%
			MoU	-	-	-	-	-	-	60%
21	Overdue loans/Total loans (Net)		Actual	43.05%	42.33%	38.48%	37.12%	31.42%	37.36%	28.25%
			MoU	-	-	-	-	-	28.00%	28.00%
22	NPA/Total loans (Net)		Actual	1.64%	1.63%	1.53%	1.47%	1.46%	1.56%	1.26%
			MoU	-	-	-	-	-	-	0.75%
23	Cost of raising loans as compared to similarly rated CPSEs/entities		Actual	-	-	-	-	-	-	-
			MoU	-	-	-	-	-	-	-
24	Return (share of profit/loss) on Investment in Joint Ventures-CPSEs having Joint Ventures		Actual	-	-	-	-	-	-	-
			MoU	-	-	-	-	-	-	-
25	Any other result-oriented parameters taken for target setting		Actual	-	-	-	-	-	-	-
			MoU	-	-	-	-	-	-	-

Note:

Trend would be given for actual figures for preceding five years (audited) and estimated of current year i.e. previous year to the year in respect of which targets are being negotiated.



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(भारत सरकार का उपक्रम)

National Scheduled Castes Finance and Development Corporation

(A Govt. of India Undertaking)

(आई एस ओ 9001 : 2008 प्रमाणित कंपनी)

(An ISO 9001 : 2008 Certified Company)

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