

Bharat Sanchar Nigam Ltd. (Consolidated) - MoU 2024-25

S.No.	Name of Parameter	Unit	Weightage	Target 2024-25
1	Revenue from Operations	Rs. Cr.	33	24428
2	CAPEX	Rs. Cr.	10	83416
3	EBITDA as percentage of Revenue	%	10	18.84
4	Asset Turnover ratio	%	5	15.83
5	Total Expense to Total Income	%	15	119.09
6	Acceptance/ Rejection of Invoices of Goods & Services through TReDS Portal within Specified time	%	5	100
7	Procurement from GeM as per approved procurement plan	%	2	100
8	Trade Receivables as number of days of Revenue from Operations	Number of Days	5	60
9	Land Monetization (Profit from Sale)	Rs. Cr.	15	800
		Total	100	

Notes:

- The targets are based on Cabinet approval.
- CAPEX targets – As per Budget Document of Union Govt. (Statement 26).
- No marks for achievement below Targets.

Compliance parameters for 2024-25

S.No.	Parameter	Marks	Source/ Verification
1	DPE guidelines issued from time to time on CSR expenditure by CPSEs.	-1	Administrative Ministry
2	Compliance of provisions in the Companies Act, 2013 (or SEBI (LODR) regulations in case of listed entities) on Corporate Governance such as: (i) Composition of Board of Directors (ii) Board Committees (Audit Committee etc.) (iii) Holding Board Meetings (iv) Related Party Transaction (v) Disclosures and Transparency	-3	Administrative Ministry on the basis of CAG/ Statutory/ Secretarial Audit Report(s)
3	Procurement of goods or services through MSEs as % of Total procurement of goods and services – 25 %	-1	Administrative Ministry on the basis of Sambandh portal
4	Procurement of goods or services through SC/ST MSEs as % of Total procurement of goods and services – 4%	-1	Administrative Ministry on the basis of Sambandh portal
5	Procurement of goods or services through Women MSEs as % of Total procurement of goods and services – 3%	-1	Administrative Ministry on the basis of Sambandh portal
6	Steps and initiative taken for Health & Safety improvement of Human Resources in CPSEs (Target to be prescribed by the Administrative Ministry)	-1	Administrative Ministry

CMD / MD, Bharat Sanchar Nigam Ltd.

Secretary, Department of Telecommunications

Date -

Date -

