

MoU

MoU for the year 2025-26	
CPSE and Administrative Ministry/Department	
Bharat Sanchar Nigam Ltd.	Department of Telecommunications

Scope : Consolidated

Objectives, Responsibilities and Governing Framework:

As prescribed vide DPE's MoU framework for performance evaluation of the CPSEs.

Parameter-wise annual targets for the year 2025-26

Part-I : Main Parameters

S.No.	Parameter	Unit	Wt.	Target 2025-26
1	Revenue from Operations	₹ Crore	33	28476
2	Capital Expenditure	₹ Crore	10	34258
3	EBITDA (as a percentage of Total Income)	%	10	23.61
4	Asset Turnover Ratio	%	5	15.83
5	Total Expenses to Total Income	%	20	110.85
6	Procurement through GeM (as percentage of Total Procurement)	%	2	100.00
7	Trade Receivables (as number of days of Revenue from Operations)	No. of Days	5	60
8	Land Monetization (Profit from Sale)	₹ Crore	15	900
Total			100	

Part-II : Compliance Parameters

S.No.	Parameter	Marks	Source/ Verification
1	DPE guidelines on CSR expenditure	-1	Administrative Ministry based on Board Resolution/Annual Report, and inputs from CSR Cell of DPE
2	Provisions in the Companies Act, 2013 [or SEBI (LODR) regulations in case of listed entities] on Corporate Governance: a. Composition of Board of Directors b. Board Committees c. Holding Board and Committees' Meetings d. Related Party Transactions e. Disclosures and Transparency	-3.0	Administrative Ministry on the basis of CAG/ Statutory/ Secretarial Auditor Report(s)/ Annual Report
3	Onboarding of CPSE on all operational TReDS platforms	-0.5	MSME Sambandh/ TReDS portals
4	Timely payments to MSE vendors as prescribed in MSMED Act	-3.0	MSME Samadhaan/ TReDS portals/ Administrative Ministry based on Annual Report/ any other authentic source
5	Procurement of goods and services (as % of total procurement), from: a. MSEs overall – 25% b. SC/ST owned MSEs – 4% c. Women owned MSEs – 3%	-2	MSME Sambandh portal/ Annual Report/ PE Survey
6	Steps and initiative taken for Health & Safety improvement of Human Resources in CPSEs	-1	Administrative Ministry based on Board Resolution [targets have been prescribed by Administrative Ministry]
7	Targets under PM Internship scheme of MCA	-1	Ministry of Corporate Affairs and / or Administrative Ministry based on Board Resolution/ Annual Report [Applicable to the CPSEs participating as partner companies]
8	Leadership Development Plan	-1	Inputs from concern Division of DPE and / or Administrative Ministry
9	Surplus non-core assets (land & building) monetization plan.	-1	DPE by plan submitted through Administrative Ministry within prescribed timelines.

Notes:

(i) Targets finalized based on estimates/ projections are subject to revision by DPE upon receipt of the audited figures.

(ii) Parameters (except for loss /expenses reduction) will be evaluated based on proportionate marking for achievements between 50% to 100% of the target. Achievements below 50% will score zero, except for the Total Return to Shareholders parameter, unless otherwise specified.

(iii) The aggregate score will be contingent upon fulfilling the compliance parameters. Failure to comply will result in the deduction of full marks, as indicated, without any partial or proportional deduction

(iv) There would be no adjustment in targets or achievements due to changes in exchange rate, regulatory prices of raw material or finished goods or reduction in margins or due to any other reasons.

(v) Capital Expenditure targets is determined based on Statement 26 (Investment in Public Enterprises) of the budget expenditure profile. Revised estimates of Capital Outlay will be considered as the final target for evaluating achievement and determining scores, subject to a minimum target of ₹ 100 crore.

Signature and date

CMD / MD,
Bharat Sanchar Nigam Ltd.

Secretary,
Department of Telecommunications

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Ltd.
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