



**MEMORANDUM
OF
UNDERSTANDING**

Between

Department of Telecommunications

GOVERNMENT OF INDIA

And

Bharat Sanchar Nigam Ltd.

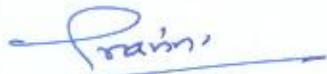
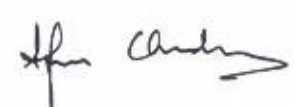
For the Year 2023-24

**Bharat Sanchar Nigam Ltd.
(Consolidated) - MoU 2023-24**

S. No.	Name of Parameter	Unit	Weightage	Target 2023-24
1	Revenue from Operations	Rs. Cr.	33	19,052
2	CAPEX	Rs. Cr.	10	58,937
3	EBITDA as percentage (%) of Revenue	%	10	4.61
4	Assets Turnover ratio	%	5	10.23
5	Total Expense to Total Income	%	30	137.72
6	Acceptance / Rejection of Invoices of Goods & Services through TReDS Portal within stipulated 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
		Total	100	

Notes :-

- * The targets are based on Cabinet approval / Revised vision as provided by the Administrative Ministry.
- * CAPEX targets -- As per Budget Document of union Govt. (Statement 26) .
- * No marks for achievement below Targets .

Compliance parameters for 2023-24			
S.No	Parameter	Marks	Source / verification
1	DPE guidelines issued from time to time on CSR expenditure by CPSEs	-1	Administrative Ministry
2	Compliances 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	Target as given by NITI Aayog on Assets Monetization Milestones	-1	Administrative Ministry on the basis confirmation from NITI Aayog
4	Procurement of goods or services through MSEs as % of Total procurement of goods and services - 25%	-1	Administrative Ministry on the basis Sambandh portal
5	Procurement of goods or services through SC/ ST MSEs as % of Total procurement of goods and services - 4%	-1	Administrative Ministry on the basis Sambandh portal
6	Procurement of goods or services through Women MSEs as % of Total procurement of goods and services - 3%	-1	Administrative Ministry on the basis Sambandh portal
7	Steps and initiative taken for Health & Safety improvement of Human Resources in CPSEs (Target to be prescribed by the Administrative Ministry) - BSNL propose Organising of 20 Nos of Health Camps / OPD at BSNL C.O.	-1	Administrative Ministry
8	Compliance with provisions relating to TReDs as outlined in DPE OM. NO DPE-7(4)/2007-Fin dated 04-05-2020	-1	Administrative Ministry
 (Pravin Kumar Purwar) CHAIRMAN & MANAGING DIRECTOR BHARAT SANCHAR NIGAM LIMITED DATE :-		 (Apurva Chandra) SECRETARY (T) DEPARTMENT OF TELECOMMUNICATIONS & CHAIRMAN DIGITAL COMMUNICATION COMMISSION DATE:-	