



You Focus on Exports. We cover the risks

Memorandum of Understanding 2018-19

Between Ministry of Commerce,

Government of India

And

ECGC Ltd.

(A Government of India Enterprise)

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Memorandum of Understanding
Between Ministry of Commerce,
Government of India
And
ECGC Limited
For the year 2018-19

MOU FOR THE YEAR 2018-19

Annexure II

Mandatory parameters

PART A

(Applicable to all CPSEs except CPSEs Distributing Government grant)

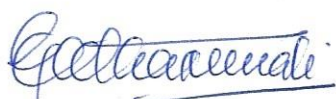
Sl. No.	Financial Performance Criteria	Unit	Marks	Current Year (Estimate)	Best in 5 years	MoU Target for the year 2018-19					Improve ment* %
						Excellent 100%	V.G. 80%	Good 60%	Fair 40%	Poor 20%	
1	Turnover										
	Revenue from Operations	Rs. in crores	10	*1220	1335.41	1300	1250	1200	1150	1100	2.46
2	Operating Profit/Loss.										
	CPSEs with operating Loss (Loss/ Deficit not taking into account other Incomes, Extraordinary and Exceptional Items):- <i>Reduction in operating Loss/ Deficit (s) over previous year.</i>	%	20	206	33.5	100	70	60	50	40	
3	Return on investment.										
	Profit Earning CPSEs with no accumulated losses: PAT or Surplus / Average Net Worth	%	20	1.31	13.30	5	4	3	2.5	2	205.34
Total (A)			50								

*Including investment income and other operating income as per revenue account.

Other Parameters
Annex-II (Part-C)
Applicable to all CPSEs Operating in Finance Sector

S l. N o.	Performance Criteria	Unit	Marks	Current year (Estimate)	Best in 5 years	MoU Target for the year 2018-19					%Improve ment*
						Excellent 100%	V.G. 80%	Good 60%	Fair 40%	Poor 20%	
	Capacity Utilization.										
4	Number of fresh Policies issued. (all type of policies) (other than expired policies)	Nos.	10	5700	5692	6000	5700	5500	5250	5000	0
	Production Efficiency Parameter.										
5	a.) Number of buyers added.	Nos.	5	18000	18294	18500	18250	18000	17000	16500	1.39
	b.) Introduction of new product.	Date	5	-	-	30-09-18	15-10-18	31-10-18	15-11-18	30-11-18	-
	Value of default/Total incurred claims.										
6	Reduction in Value of Defaults reported under Policy & ECIB / Gross Risk Value under Policies & ECIB over the previous year.	%	5			8	6	4	2	1	
	Reduction in total Incurred Claim/Total Risk Value over the previous year	%	5			6	5	4	2	1	
	Contingent liabilities: reduction in claims against the Company not acknowledged as debt.										
7	Reduction in claims against the Company not acknowledged as debt (overall basis) over the previous year.	%	5	5	-	15	10	6	4	1	-20%
	Human Resource Management.										
8	i) Assessment of level of People Capability Maturity Model (PCMM) in the CPSE & placing the matter before the Board for taking a decision whether to go for	Date	5			15-12-18	15-01-19	31-01-19	15-02-19	28-02-19	

	upgradation in level and , yes , getting the approval for the timelines from the Board. If not justifiable reason to be recorded in the Board Resolution										
	ii) Online Human Resource Management (HRMS) Implementation and its integration with finance (consisting of online employee data administration, employee self-service, exit procedure, talent management, etc.)	Date	5	--	--	15-12-18	15-01-19	31-01-19	15-02-19	28-02-19	
9	Other sector specific result oriented measurable parameter										
	Increase in share of National Exports supported (Total risk value/India's Merchandise Exports over the previous year.	%	5	--	--	5	4	3	2	1	
	Total		50								



Chairman-cum-Managing Director
ECGC Ltd
Date: 21.05.2018



Commerce Secretary
Government of India
Date: 21.05.2018

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 2017-18. In case, any deviation is found at the time of appraisal of performance, DPE is free to evaluate as per audited accounts and as per MoU guidelines. CPSE has no right of claim in this regard.


Authorised Signatory

SELF DECLARATION FOR COMPLIANCE OF DIRECTIVES OF GOVERNMENT & REGULATORS

It is hereby certified that the CPSE has complied all the directives of government and requirements of regulators. In case, any deviation is found at the time of appraisal of performance, DPE is free to evaluate as per Guidelines, directives issued by the government/regulators. CPSE has no right of claim in this regard.


Authorised Signatory