

**Memorandum
of
Understanding
2020-21**

**EdCIL (India) Ltd.
and
Ministry of Education**

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**MEMORANDUM OF UNDERSTANDING BETWEEN EDCIL (INDIA) LIMITED AND
MINISTRY OF EDUCATION
FOR FINANCIAL YEAR 2020-21**

i. Revenue from Operations (Net of taxes) (Rs. Crore):

Marks	2019-20 (Est)	Best in 5 years	MoU Targets				
			Ex	V.G	Good	Fair	Poor
10	327	317.27	327	320	275	250	200

ii. Operating Profit as % of Revenue from operations (%):

Marks	2019-20 (Est)	Best in 5 years	MoU Targets				
			Ex	VG	Good	Fair	Poor
20	15.31	24.51	24.51	15.31	11	10	9

iii. PAT as % of Average Net Worth (%):

Marks	2019-20 (Est)	Best in 5 years	MoU Targets				
			Ex	VG	Good	Fair	Poor
20	31.36	75	75	40	30	25	20

iv. New confirmed orders received during the year(Rs. In Cr.):

Parameter	Marks	2019-20 (Est)	Best in 5 years	MoU Targets				
				Ex	VG	Good	Fair	Poor
New confirmed orders received during the year (Rs. In Cr.)	7	370	357	400	370	300	275	250

v. Export as a percentage of revenue from operations(Net) (%):

Parameter	Marks	2019-20 (Est)	Best in 5 years	MoU Targets				
				Ex	VG	Good	Fair	Poor
Export as a percentage of revenue from operations(Net)	8	9.25	-	9.25	8	7	6	5

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vi. Revenue from designing of international hostels (Rs. Cr.)

Parameter	Marks	MoU Targets				
		Ex	V.G	Good	Fair	Poor
Revenue from designing of international hostels	3	2.50	2.25	2.00	1.75	1.50

vii. CBT (Computer Based Test) through remote proctoring assessment (Date):

Parameter	Marks	MoU Targets				
		Ex	V.G	Good	Fair	Poor
CBT (Computer Based Test) through remote proctoring assessment (Date)	3	30.11.20	31.12.20	31.01.21	28.02.21	31.03.21

viii. Implementation of Virtual Classroom in school/National Level Institutions etc. (No. of Institutions):

Parameter	Marks	MoU Targets				
		Ex	V.G	Good	Fair	Poor
Implementation of Virtual Classroom in school/National Level Institutions etc. (No. of Institutions):	3	15	14	13	12	11

ix. Completion of milestones of client's orders/agreements without time overrun(%):

Parameter	Marks	MoU Targets				
		Ex	V.G	Good	Fair	Poor
Completion of milestones of client's orders/agreements without time overrun(%):	10	100	95	90	85	80

- x. **Total Market Share in inbound international students through Study in India Programme(%):**

Parameter	Marks	MoU Targets				
		Ex	V.G	Good	Fair	Poor
Total Market Share in inbound international students through Study in India Programme(%).	4	15	14	13	12	11

- xi. **Trade Receivables(Net) as number of days of Revenue from Operations (Gross) (No. of days):**

Parameter	Marks	2019-20 (Est)	Best in 5 years	MoU Targets				
				Ex	V.G	Good	Fair	Poor
Trade Receivables(Net) as number of days of Revenue from Operations (Gross) (No. of days):	4	159	33	33	70	120	150	170

- xii. **Percentage of procurement of goods and services through GeM portal to total procurement of goods and services during the previous year i.e. FY 2019-20(%):**

Parameter	Marks	MoU Targets				
		Ex	V.G	Good	Fair	Poor
Percentage of procurement of goods and services through GeM portal to total procurement of goods and services during the previous year i.e. FY 2019-20	5	25	20	15	10	5

xiii. Dissemination of information in multiple languages-

Parameter	Marks	MoU Targets				
		Ex	V.G	Good	Fair	Poor
Dissemination of information in multiple languages- (i) Five international languages for 'Study in India' contents and (ii) Five regional languages of the country for the contents as required under National Education Policy and assigned by Ministry of Education.(Date)	3	31.01.21	15.02.21	28.02.21	15.03.21	31.03.21

- 1) In working out achievements for the year 2020-21, quantified qualifications of CAG / Statutory Auditors would be adjusted in case of overstatement of Revenue / Profit / Surplus or understatement of Loss / Deficit in addition to the negative marks prescribed in MoU guidelines.
- 2) Adjustment would be made in the targets in case of improvement in actual performance over the estimated performance in the base year (2019-20) as per MoU Guidelines.
- 3) It was agreed that targets decided are unconditional and no offset will be allowed on any ground. Further evaluation would be subject to compliance of Additional Eligibility criteria as contained in MoU guidelines.

For EDCIL INDIA LTD.

Chairman & Managing Director

For Ministry of Education

Secretary to Govt. of India