



एक कदम स्वच्छता की ओर

MEMORANDUM OF UNDERSTANDING (MoU)

BETWEEN

**NATIONAL SCHEDULED CASTES FINANCE
AND DEVELOPMENT CORPORATION
(NSFDC)**

AND

**MINISTRY OF SOCIAL JUSTICE
& EMPOWERMENT
GOVERNMENT OF INDIA**

FOR THE FINANCIAL YEAR 2018-19



**नेशनल शेड्यूलड कास्ट्स फाइनेंस एंड डेवलपमेंट कॉर्पोरेशन
(भारत सरकार का उपक्रम)**

**National Scheduled Castes Finance and Development Corporation
(A Govt. of India Undertaking)**

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BRIEF ABOUT THE NSFDC

1.	Name of the CPSE	National Scheduled Castes Finance and Development Corporation (NSFDC)
2.	Status (Maharatna/Navratna/Miniratna/Others)	Others
3.	Schedule of the CPSE (A/B/C/D/None)	C
4.	Purpose for which CPSE has been set up and the main business now.	<p>The objective of National Scheduled Castes Finance and Development Corporation (NSFDC) is to finance for the socio-economic empowerment of persons belonging to the Scheduled Caste families having annual family income up to Rs. 3.00 lakh including Skill upgradation.</p> <p>NSFDC has been providing concessional financial assistance, through Channelizing Agencies, for socio-economic empowerment, education and skill training of the target group under its various schemes.</p>
5.	Any capital restructuring during 2016-17 and 2017-18 i.e. buy-back of shares, issue of bonus shares, issue of fresh shares, splitting of shares and percentage of PAT given as dividend.	During the financial year 2016-17, issue of fresh share capital of Rs. 138.00 crore. During the financial year 2017-18, issue of fresh share capital of Rs. 128.21 crore.
6.	Whether shares are listed (if yes, name of Stock Exchange and price of the share as on date).	Not Applicable.
7.	Any change in Capacity during the year or next year (MoU Year).	Not Applicable.
8.	Any business unit hived off or to be hived off or added or to be added during the year or next year (MoU Year).	Not Applicable.
9.	Brief about the Sector in which the CPSE is operating and national and international environment, regulatory environment etc.	NSFDC has been providing concessional financial assistance in the form of loan for the socio-economic empowerment of Scheduled Caste persons having annual family income up to Rs. 3.00 lakh. It is providing financial assistance for income generating schemes of the target group through State Channelising Agencies (SCAs) nominated by respective State Governments/UT Administration and other Channelizing Agencies with whom NSFDC has signed Agreement.
10.	Details of revival plan, if approved.	Not Applicable.

11.	Any adverse comment by statutory auditors and its impact on Revenue/Profit/Loss/Assets/Liabilities of latest year.	No.			
12.	Whether C&AG Supplemented the comments of Statutory Auditor, if not, give details along with impact of latest year.	Yes, C&AG has conducted the supplementary audit and given Nil comment.			
13.	Number and Name of subsidiary companies along with amount invested and share in its profit during last five years.	NSFDC does not have any subsidiary companies.			
		Year	Name of Subsidiary	Amount Invested (Rs.)	Share in its Profit
		2012-13	Not Applicable.		
		2013-14			
		2014-15			
		2015-16			
		2016-17			
14.	Number and Name of Joint Venture companies along with amount invested and share in its profit during last five years.	NSFDC does not have any Joint Venture companies.			
		Year	Name of Joint Venture	Amount Invested (Rs.)	Share in its Profit
		2012-13	Not Applicable.		
		2013-14			
		2014-15			
		2015-16			
		2016-17			

PERFORMANCE CRITERIA & MoU TARGETS FOR THE FINANCIAL YEAR 2018-19

Sl. No.	Performance Criteria	Unit	Marks	2017-18 (Estimated)	Best in last 5 Years	MoU Target for the Year 2018-19					%age Improvement*
						Excellent	Very Good	Good	Fair	Poor	
(A) Compulsory Parameter											
(i)	Turnover - Revenue from operations	Rs./Crore	10	32.45	28.88	36.00	34.00	32.00	30.00	28.00	(+)4.78%
(ii)	Operating Profit or Surplus /Revenue from Operations (Net)	%	20	44.84%	49.90%	45.00%	43.00%	41.00%	39.00%	35.00%	(-) 4.10%
(iii)	PAT or Surplus as Percentage of Average Net Worth	%	20	1.77%	3.20%	1.80%	1.70%	1.60%	1.40%	1.30%	(-) 3.95%
(B) Optional Parameters											
(i)	Loans disbursed/ Total Funds available	%	15	62.00%	60.78%	68.00%	66.00%	62.00%	60.00%	59.00%	(+) 6.45%
(ii)	Overdue Loans/Total Loans (Net)	%	10	25.01%	26.04%	23.50%	24.00%	25.00%	26.00%	27.00%	(+)4.04%
(iii)	NPA/Total Loans (Net)	%	5	1.05%	1.13%	1.03%	1.05%	1.06%	1.07%	1.08%	0.00%
(iv) Human Resource Management											
(a)	Online Human Resource Management System (HRMS) Implementation (consisting of online employee data administration, employee self-service, exit procedure, talent management, etc.) and its integration with finance	Date	5	New Parameter	Not Applicable	15.10.2018	15.11.2018	30.11.2018	15.12.2018	31.12.2018	Not Applicable
(b)	Talent Management and career progression by imparting training in Centre of Excellence within India e.g. IITs, IIMs, NITs, ICAI, etc.	Number of Executives	5	4	4	5	4	3	2	1	0.00%
(v) Other sector specific result-oriented measurable parameter											
(a)	Providing "Employment /self-employment through training programmes"	Number of Persons	10	New Parameter	Not Applicable	13,000	11,000	10,000	9,000	8,500	Not Applicable
TOTAL			100								

Note:

- The targets finalized by the IMC are based on provisional/estimated figures submitted by NSFDC for the year 2017-18. In case of better performance of NSFDC as per the actual results, the difference may be added to the targets for the year 2018-19. In case figures for the year 2017-18 are recasted/restated in audited accounts, comparison of actual results shall be made based on re-casted/restated figures.
- In working out achievements for the year 2018-19, 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 the MoU Guidelines.
- The targets decided in MoU are unconditional and no offset will be allowed. Further, evaluation would be subject to compliance of additional eligibility criteria as contained in the MoU Guidelines.

SHYAM KAPOOR
CHAIRMAN-CUM-MANAGING DIRECTOR
NATIONAL SCHEDULED CASTES FINANCE
AND DEVELOPMENT CORPORATION

G. LATHA KRISHNA RAO
SECRETARY
DEPARTMENT OF SOCIAL JUSTICE & EMPOWERMENT,
MOSJ&E, GOVT. OF INDIA

DATE : 26-04-2018
PLACE: NEW DELHI

TREND ANALYSIS

(PART(A))

Sl. No.	Financial Performance Criteria	Unit	Target v/s Actual	2012-13	2013-14	2014-15	2015-16	2016-17	Current year	
									Actual upto 30.9.2017	Estimated 31.3.2018
1	Revenue from Operations-Gross	Rs. Crore		27.01	22.19	24.42	23.43	28.88	17.43	32.45
	Revenue from Operations-Net		Actual	27.01	22.19	24.42	23.43	28.88	17.43	32.45
			MoU	-	-	-	-	25.70	0.00	29.32
2.	a. Profit before Tax	Rs. Crore		25.17	30.07	36.15	44.12	49.62	11.40	30.47
	b. Other Incomes			20.46	25.56	31.37	36.74	35.21	4.85	16.00
	c. Extraordinary & Exceptional items			4.22	0.68	0.00	0.00	0.00	0.00	0.00
	d. Prior Period Items			0.07	0.00	0.05	0.00	0.00	0.00	0.00
	d. Operating Surplus (a-b+/-c +/-d)		Actual	9.00	5.19	4.83	7.38	14.41	6.55	14.47
			MoU	-	-	-	-	7.35	-	-
3	a. PAT/ SURPLUS	Rs. Crore		25.17	30.07	36.15	44.12	49.62	11.40	30.55
	b. Net Worth at year end			1044.39	1174.66	1310.79	1456.44	1645.87	1720.09	1,804.63
	c. Average Net Worth			978.96	1,109.53	1,242.73	1,383.62	1,551.16	1,682.98	1,725.25
	d. PAT/Net worth	%	Actual	2.41%	2.55%	2.76%	3.03%	3.01%	0.66%	1.69%
			MoU	-	-	-	-	3.25	-	-
	e. Paid-up Share Capital			781.80	881.80	981.80	1081.80	1219.80	1282.62	1348.01
	f. Gol Share			100%	100%	100%	100%	100%	100%	100%
	g. Reserves and surplus			262.59	292.86	328.99	374.64	426.07	437.47	456.62
4	Total Expenses	Rs. Crore		18.08	17.68	19.64	16.05	14.47	10.88	17.90
5	Total Income			43.25	47.75	55.79	60.17	64.09	22.28	48.45
6	Total expenses/Total Incomes	%		41.80%	37.03%	35.20%	26.67%	22.58%	48.83%	36.95%
7	Detail of other Incomes									
	a. Interest	Rs. Crore		15.78	28.32	30.65	36.00	34.45	4.61	15.50
	b. Dividend			0	0	0	0	0	0	0
	c. Other Incomes			0.46	0.63	0.72	0.74	0.76	0.24	0.50
	d. Total			16.24	28.95	31.37	36.74	35.21	4.85	16.00
8	a. Cash and Bank Balance and equivalent			216.30	254.09	330.31	410.84	294.31	443.24	245.45
	b. Investment in mutual funds			0.00	0.00	0.00	0.00	0.00	0.00	0.00
	c. Investment in shares other than subsidiary/JVs			0.00	0.00	0.00	0.00	0.00	0.00	0.00
	d. Total (a+b+c)			216.30	254.09	330.31	410.84	294.31	443.24	245.45
	e. Cash credit/Over-draft loan/ Short-Term loan			0.00	0.00	0.00	0.00	0.00	0.00	0.00
	f. Balance in Current account			N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.
9	Dividend paid/ declared for the year, excluding Dividend Tax			N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.

Note: Trend would be given for actual figures for preceding five years (audited) and estimated of current year i.e. previous year to the year in respect of which targets are being negotiated.

TREND ANALYSIS (PART B)

Sl. No.	Financial Performance Criteria	Unit	Target v/s Actual	2012-13	2013-14	2014-15	2015-16	2016-17	Current year	
									Actual upto 30.9.2017	Estimated 31.3.2018
1	Installed Capacity in respect of each product			-	-	-	-	-	-	-
2	Capacity Utilisation in respect of each product		Actual	-	-	-	-	-	-	-
			MoU	-	-	-	-	-	-	-
3	Contribution of each product in sales.	%		-	-	-	-	-	-	-
4	New Orders Received during the year	Rs. Crore	Actual	-	-	-	-	-	-	-
			MoU	-	-	-	-	-	-	-
5	Exports as a percentage of Revenue from operations	%	Actual	-	-	-	-	-	-	-
			MoU	-	-	-	-	-	-	-
6	Development or Revenue from new products or product with new features.		Actual	-	-	-	-	-	-	-
			MoU	-	-	-	-	-	-	-
7	Product efficiency parameters.		Actual	-	-	-	-	-	-	-
			MoU	-	-	-	-	-	-	-
8	Completion of milestone of clients orders/agreements without time overrun.	%	Actual	-	-	-	-	-	-	-
			MoU	-	-	-	-	-	-	-
9	R&D, Innovation, Technology upgradation parameter.		Actual	-	-	-	-	-	-	-
			MoU	-	-	-	-	-	-	-
10	Market Share	%	Actual	-	-	-	-	-	-	-
			MoU	-	-	-	-	-	-	-
11	CAPEX		Actual	-	-	-	-	-	-	-
			MoU	-	-	-	-	-	-	-
12	CAPEX contracts/ projects running/ completed without time/ cost overrun to total value of CAPEX.	%	Actual	-	-	-	-	-	-	-
			MoU	-	-	-	-	-	-	-
13	Inventory of finished goods and work in progress.	Rs. Crore	Actual	-	-	-	-	-	-	-
			MoU	-	-	-	-	-	-	-
14	Inventory of finished goods and work in progress to RO(Net)	Rs. Crore	Actual	-	-	-	-	-	-	-
			MoU	-	-	-	-	-	-	-
15	Inventory of finished goods of more than one year	Rs. Crore	Actual	-	-	-	-	-	-	-
16	Inventory of finished goods of more than one year as a percentage of RO	%	Actual	-	-	-	-	-	-	-
			MoU	-	-	-	-	-	-	-
17	Trade receivables (Net) as number of days of Revenue from Operations (gross)	Rs. Crore	Actual	328.67	332.67	340.90	303.53	342.74	357.90	376.84
			MoU	-	-	-	-	-	-	-
18	Trade receivables (Net) as number of days of Revenue from Operations (gross)	No. of Days	Actual	-	-	-	-	-	N A	NA
				-	-	-	-	-	-	-
19	Claims against the Company not acknowledged raised by									
	Central Government Departments			0.00	0.00	0.00	0.00	0.00	0.00	0.00
	State Governments/Local Authorities			0.08	0.08	0.22	0.20	0.00	0.00	0.00
	CPSEs			0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Others			0.19	0.19	0.00	0.00	0.00	0.00	0.00
	Total		Actual	0.27	0.27	0.22	0.20	0.00	0.00	0.00
			MoU	-	-	-	-	-	-	-

20	Loans disbursed/Total Funds Available	Actual	46.61%	47.21%	43.27%	46.67%	60.78%	13.32%	62.00%
		MoU	-	-	-	-	60.00%	-	62.00%
21	Overdue loans/Total loans (Net)	Actual	40.70%	36.95%	35.65%	29.96%	26.04%	28.74%	25.01%
		MoU	-	-	-	-	0.00%	0.00%	24.00%
22	NPA/Total loans (Net)	Actual	1.63%	1.53%	1.47%	1.46%	1.13%	1.19%	1.05%
		MoU	-	-	-	-	-	-	1.09%
23	Cost of raising loans as compared to similarly rated CPSEs/entities	Actual	-	-	-	-	-	-	-
		MoU	-	-	-	-	-	-	-
24	Return (share of profit/loss) on Investment in Joint Ventures-CPSEs having Joint Ventures	Actual	-	-	-	-	-	-	-
		MoU	-	-	-	-	-	-	-
25	Any other result-oriented parameters taken for target setting	Actual	-	-	-	-	-	-	-
		MoU	-	-	-	-	-	-	-

Note: Trend would be given for actual figures for preceding five years (audited) and estimated of current year i.e. previous year to the year in respect of which targets are being negotiated.



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(भारत सरकार का उपक्रम)

National Scheduled Castes Finance and Development Corporation
(A Govt. of India Undertaking)



(आई एस ओ 9001 : 2008 प्रमाणित कंपनी)
(An ISO 9001 : 2008 Certified Company)



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