## MEMORANDUM OF UNDERSTANDING FOR THE YEAR

2020-21

**BETWEEN** 

# AND NBCC (INDIA) LIMITED



### **NBCC SERVICES LIMITED**

(A wholly owned subsidiary of NBCC (I) Limited)

### MEMORANDUM OF UNDERSTANDING

### BETWEEN

### NBCC SERVICES LIMITED AND NBCC (INDIA) LIMITED FOR YEAR 2020-21

### CORPORATE VISION, MISSION AND OBJECTIVES

### CORPORATE VISION

To be the best post construction business company known for its state-of-art quality at a bare minimum cost and also for its immediate responsiveness.

#### MISSION

To be leading pioneer world class company attaining global standards in end to end post construction business, offering quality, sustainable, innovative and cost effective services.

### **OBJECTIVES:**

The strategic objectives of NBCC Services Ltd. are listed as follows:

- 1. Attain global standards in post construction business.
- 2. To create a niche in market for interiors design/layout and furnishing of buildings.
- 3. To provide highly effective and efficient services to the clients and also suggest sustainable and innovative solutions including mechanized services.
- 4. To act as executing agency for CSR projects and related activities for in-house as well as external clients.
- 5. Value for Money Customer Delight and to ensure renewal of contracts in favour of NSL.
- 6. Upgradation of skill and knowledge with the changing scenario to remain competitive in the field.

				NBCC	NBCC Services Ltd. (MOU 2020-21)	OU 2020-21)					
					PART-A						
ī								MoU Tar	get for the y	MoU Target for the year 2020-21	
No Si		Unit	Marks	Achievement, 2018-19	Achievement, 2019-20	Best in 5 years	Excellent	Very Good	Poop	Fair	Poor
	Turnover						100	80	9	40	20
-	Revenue from Operations	Rs. Cr.	10	126.69	120.57	126.69	138.00	127.00	110.00	105.00	90.00
7	Operating Profit/ Surplus*									,	
	Profit/Surplus before Tax excluding other Income, extraordinary and exceptional items):-Operating profit/surplus as a percentage of Revenue from operations (Net)	%	10	7.69	4,96	10.40	4.26	3.50	2.04	1.47	-0.51
m	Profit Earning CPSEs with no accumulated losses:										
	PAT or Surplus/Average Net Worth**	%	10	45.24	17.69	122.16	16.92	13.33	7.48	5.55	-0.26
4	Return on Investment made by	%	20	431 50	03 300		6				
	NBCC (INDIA) Ltd.			00:10	200.30	431.50	147.00	110.00	00.09	44.00	-2.00
	Total		20								

				OTHER	OTHER PARAMETERS						
				NBCC Service	NBCC Services Ltd. (MOU 2020-21)	0-21)					
					PART-B						
								MoU Target for the year 2020-21	for the ye	ar 2020-21	
SI.		Unit	Marks	Achievement, 2018-19	Achievement, 2019-20	Best in 5 years	Excellent	Very Good	Poop	Fair	Poor
							100	80	09	40	20
-	Business Development										
	New orders received during the year including renewal of Maintenance Contract	Rs. Crs.	20	143.02	154.96	154.96	158.00	155.00	141.00	124.00	113.00
7	Milestone										
	Completion of milestone of Clients' orders / Assignments without time overrun	%	20	100.00	100.00	100.00	100.00	100.00	90.00	80.00	00.69
m	Outstanding Due	days	10	95.21	96.52	72.05	90.00	95.00	100.00	105.00	110.00
	Total		50								

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Chief Executive Officer (NSL)

Chief Financial Officer (NSL)

Chairman (NSL)

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Chairman cum Managing Director