

RailTel Corporation of India Ltd.

**MEMORANDUM OF UNDERSTANDING
FOR THE
YEAR 2012-2013**

PART I: MISSION AND OBJECTIVES

1.1 Vision:

To become the preferred telecom solution and services provider for knowledge economy.

1.2 Mission:

To attain leadership in providing premier telecom infrastructure service by offering cost-effective state-of-the-art communication solutions.

1.3 Objective :

The objectives of RailTel are :

- a) To facilitate Railways in 'expeditious' modernizing of their operation and safety systems and network by providing state of the art communication infrastructure.
- b) To plan, build, develop, operate and maintain a nationwide broadband telecom and multimedia network to supplement national telecom infrastructure to spur growth of

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telecom, broadband and IT enabled value added services in all parts of country specially rural, remote and backward areas;

- c) To generate revenue through commercial exploitation of its telecom network.
- d) To participate in building up nationwide Telecom & IT infrastructure through National Knowledge Network and also to extend connectivity to Panchayats for providing broadband reach in rural & remote areas to facilitate inclusive growth.

PART II

EXERCISE OF ENHANCED AUTONOMY AND DELEGATION OF FINANCIAL POWERS

RailTel will continue to exercise the powers granted to it under the orders of the Department of Public Enterprises to MOU signing companies from time to time.

PART III

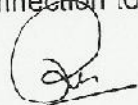
PERFORMANCE EVALUATION PARAMETERS AND TARGETS:

The commitments of the PSE are furnished as per the enclosed sheets in Annexure I.

PART - IV

COMMITMENTS/ ASSISTANCE FROM THE GOVERNMENT.

1. Ministry may consider providing Railway land/building space for NOC, Data Centre and other operational requirement of RailTel at special concessional license fee as these facilities would also be used for Railways requirement.
2. Ministry may consider waiver of / reduction in the overhead charges on electrical power supply connection to RailTel from 29% to 10% at par with other Railway PSU.



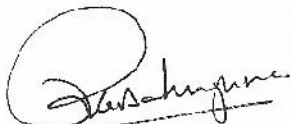
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3. Ministry may consider RailTel's proposal for licence fee for land /space allotted for tower /building etc as revenue share instead of cost based, to expedite approvals to enable it to go ahead with tower business infrastructure.

PART V

ACTION PLAN FOR IMPLEMENTATION AND MONITORING OF THE MOU.

- 1.PSE management shall internalize and review the MoU within its regional units on quarterly basis.
2. The performance of RailTel will be reviewed against the targets given in this MOU once in six months by the Ministry of Railways.



(R.K. Bahuguna)

MANAGING DIRECTOR
RAILTEL CORPORATION OF
INDIA LTD.



(V.K. Gupta)

SECRETARY, RAILWAY BOARD,
MINISTRY OF RAILWAYS
GOVERNMENT OF INDIA

Place: New Delhi

Dated: 13.3.2012

RS IN Crores

Grades

MOU Assessment Format for CPSE 2012-13

RAILTEL CORPORATION OF INDIA LIMITED

Sl. No.	Unit	Points 2012-13	2009-10 Actuals	2010-11 Actuals	2011-12 MOU Target	2011-12 Upto 30.09.2011	2011-12 Estimate For the year	2012-13 MOU Target	Excellent	V. Good	Good	Fair	Poor
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STATIC FINANCIAL PARAMETERS (50%)

(a)	Financial Indicators-profit Related Ratios												
	(i) Gross Margin/Gross Block	2	20.57%	18.76%	22.43%	9.75%	15.07%	12.54%	13.27%	12.64%	12.01%	11.38%	10.75%
	(ii) Net Profit/Net worth	10	20.32%	15.07%	22.12%	8.33%	11.09%	10.95%	11.50%	10.95%	10.40%	9.85%	9.21%
	(iii) Gross Profit/Capital Employed	10	21.30%	17.52%	22.97%	8.62%	13.88%	12.07%	12.67%	12.07%	11.47%	10.86%	10.26%
(b)	Financial Indicators - Size related												
	(i) Gross Margin	8	178.86	170.84	253.00	89.30	155.00	160.00	157.50	150.00	142.50	135.00	127.50
	(ii) Gross Sales	4	388.10	326.27	552.00	143.21	352.00	410.00	430.60	410.00	339.50	369.00	348.50
(c)	Financial Returns - productivity related												
	(i) PEBDY/Total Employment	7	35.07%	47.46%	65.04%	22.96%	27.19%	25.00%	26.25%	25.00%	23.75%	22.50%	21.25%
	(ii) Added Value/ Sales	9	29.07%	30.72%	31.79%	1.15%	24.33%	18.40%	19.32%	18.40%	17.48%	16.56%	15.54%
	Sub total (a) + (b) + (c)	50											

DYNAMIC PARAMETERS

(a)	Customer Satisfaction (Customer Orientation)												
	Circuit availability to customer for leased lines	1	93.00%	55.00%	95.53%	93.30%	94.50%	95.50%	96.50%	95.50%	94.50%	93.40%	92.50%
	OFC failures.	1	87.00%	87.00%	88.00%	87.00%	88.00%	89.00%	90.00%	89.00%	88.00%	87.00%	86.00%
	% age of reservation in less than 10 hours	5											
(b)	HRM Performance Evaluation												
	Capital Expenditure												
	Increasing Reach (laying of OFC and provision of electronics)	0.5	N.A	N.A	N.A	N.A	N.A	60	63	60	57	54	51
	Increasing Network Capacity	0.5	N.A	N.A	N.A	N.A	N.A	60	63	60	57	54	51
	Business Delivery to customers	0.5	N.A	N.A	N.A	N.A	N.A	10	10.5	10	10	9	9
(v)(b)	Approval of project	0.5	N.A	N.A	N.A	N.A	N.A	Dec-11	Mar-12	Apr-12	Sep-12	Nov-12	Mar-13
(v)(c)	EOI of bids							May-12	Aug-12	Dec-12	Feb-13	Mar-13	Mar-13
4 (e)	Corporate Social Responsibility (CSR)												
4 (b)	Sustainable Development												
4 (c)	R&D Activities	5											
4 (d)	Corporate Governance	5											
4 (d)	Compliance of DPE guidelines on Corporate Governance dated 22.06.2011	6											

Refer HRN Annexure V

As per CSR Performa - Ann II

As per Performa attached - Ann III

As per Performa attached - Ann IV

Compliance

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Annexure-I

Rs In Crores

RAILTEL CORPORATION OF INDIA LIMITED

MOU Assessment Format for CPSE 2012-13

Sl. No.	Unit	Points 2012-13	2009-10 Actuals	2010-11 Actuals	20-1-12 MOU Target	2011-12 Up to 30.09.2011	2011-12 Estimate For the year	2012-13 MOU Target	Excellent	V. Good	Good	Fair	Poor
5	Sundry Debtors												
(a)	Amount collected from debtors within 45 days of invoice	0.5	N.A	N.A	40%	60%	60%	75%	80%	75%	72%	70%	68%
(b)	Recovery of doubtful debts	0.5	NA	NA	Sep-11	Jan-12	Jan-2	10	12	10	8	6	4
	Sub Total (a+b+c+d+e+f+g+h+i+j+k+l+m)	31											
6	ENTERPRISE SPECIFIC												
(a)	Timely Submission of data for PE survey published by DPE	1	Nov-09	N.A	200G	122G	2003	200G	210G	200G	190G	180G	170G
(b)	NKV Implementation (Total Capacity)	3	N.A	N.A				Mar-13	Feb-13	Mar-13			
(c)	Appointment of Professional Consultant for Development of IT strategy	1						Mar-13	Feb-13	Mar-13			
(d)	Setting up of Data Centre at Secunderabad	1						Mar-13	Feb-13	Mar-13			
(e)	Restructuring of the organisation and Finalization of Corporate Plan and initiation of implementation	1	N.A	N.A	Dec-11	NII	Mar-12	Mar-13	Feb-13	Mar-13			
(f)	Listing of CPSE under sector specific parameters.	1							Yes				No
7	Sector Specific Implementation of ERP												
(a)	Awards of ERP Project	3	N.A	N.A	07/Mar/12	C1/Mar/12		Oct-12	Sep-12	Oct-12	Nov-12	Dec-12	Jan-13
(b)	Implementation of HRM Modules	2	N.A	N.A				Feb-13	Jan-13	Feb-13	Mar-13	Mar-13	Mar-13
(c)	Implementation of modules on Finance	2	N.A	N.A				Oct-12	Sep-12	Oct-12	Nov-12	Dec-12	Jan-13
8	Compliance of DPE guideline dated 20.01.2012												
(a)	Resignation for SC, ST and OBC in departments	1							Yes				No
(b)	Fostings of Deputations/ies	0.5							Yes				No
(c)	Imp erronation of 2007 pay revision	1							Yes				No
(d)	Switching over from CDA to IDA pattern of pay scales	1							Yes				No
(e)	Submission of Report on compliance of DPE guidelines	0.5						Dec-12	Nov-12	Dec-12	Jan-13	Feb-13	Mar-13
	Sub Total	19											
	Total (4+2+3+4)	100											

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TEMPLATES FOR CSR REVIEW

TABLE 1

Table – 3 Projects Chosen by CPSE							
Sl.No	Schedule A/B	Project Activity	Perform ance Indicator	Total Expenditure on Project/ Activity (Rs. Lakhs)	Duration S/M/L	Target Set	Target Achieved
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
1	A	Broadband connectivity and IT infrastructure in schools /community centres etc in backward areas of Northern Region		105	L		
2	A	Broadband connectivity and IT infrastructure in schools /community centres etc in backward areas Southern Region		78	L		
3	A	Broadband connectivity and IT infrastructure in schools /community centres etc in backward areas Western Region		50	L		

Total Score for this Table	2.5
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Score allotted by the Task Force	
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TABLE 2

Format for list of all projects /activities reported to TISS HUB

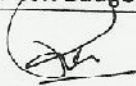
Sl.No.	Name of the CSR Project /Activity	Date of reporting of details to TISS database	Date of acceptance conveyed by TISS
		Not applicable	




TABLE 3

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Details of CSR Expenditure		
Sl.No.	Item	Amount in crores or percentage
1.	PAT for the year under review	78 Crore
2.	CSR Expenditure	2.30 Crore
3.	CSR Expenditure as %age to PAT	3%
4.	CSR expenditure as %age of minimum prescribed	100%
5.	Training expenditure on CSR (to be treated as CSR Expenditure)	nil
6.	Unspent Balance amount of CSR Budget rolled over to the following year	1.98 Crore
7.	Contribution to CSR HUB as percentage of CSR Budget	



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**SD Performance Target Setting
Cum Evaluation Template**

1. To be Filled and Submitted by each CPSE to the Task Force prior to Annual Target Setting as well as prior to Performance Evaluation of MOU.
2. Circuit Breaker: Any CPSE which has not got its Specific SD plan and SD Budget passed by its Board or its Board or its Designated Committee will automatically be rated as 'Poor' in SD of MoU.
3. CPSE, while submitted self-evaluation report to DPE, will not fill up score allotted for each table and the total score, as the same will be awarded by the task force at the time of performance evaluation of the MoU.

S.No	Activity targeted in the year 2011-12	
1	Whether Specific SD Plan and Budget passed by Board or its Designated Committee	Yes/No No. and Date of Board Resolution
1.	In the previous year 2011-12, the Board took note of the MoU which included Sustainable Development. The target fixed was on Solar Point of Presence (PoP) with a targeted expenditure of Rs. 25 lakhs.	Yes. Actual expenditure will be got ascertained from Railway.

Table 1. SD Committee details ()				
Board level Designated Committee Name	Chairman of Board level Designated Committee	Number of regular meetings held	Key decisions during the year	
1	2	3	4	
1. Sh.A.K. Sinha, Director	Sh. A.K. Sinha	Will be held	NA	
2. Sh.A.Seshagiri Rao ED/NPM				
3. Sh. Srikant Singh GGM/Projects				

Total Score for this Table	0.5
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Score allotted by the Task Force	
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Table 2 Total SD Expenditure as a percentage of PAT			
*Target Value as % of PAT (on a five-point scale: Para 6.5.2 of Guidelines)	Total expenditure (Current FY) (Rs lakhs)	Profit after tax (Previous FY) (Rs lakhs)	Actual Expenditure as % of PAT
1.	2.	3.	4.
0.5%	39	7800	Will be assessed at the end of FY 2012-13

Total Score for this Table	1.0
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Score allotted by the Task Force

Score allotted by the Task Force
Table 4- Evaluation of Projects

* Note: - The projected annual expenditure as % of the PAT for the performance year will be considered as target for the year.

Table 3 Projects Chosen by CPSE							
Sr.No	Schedule A/B	Project / activity (Please refer Annex-I)	Performance Indicator (Please Refer Annex-II and Para 6.5.3 of Guidelines)	Total expenditure on Project / Activity (Rs lakhs)	Duration S /M / L	Target Set (on a Five- point scale: Para 6.5.3 of Guidelines)	Target Achieved
1	2	3	4	5	6	7	8
1	A	Data Centre (incremental investment)	OPI: Reduction of energy consumption and cost thereof.	23.50	M	Jan, 2013	
3	B	Pilot project for telepresence.	OPI: Commissioning of the project at 2 locations leading to reduction in travelling.	15.00	L	March, 2013	
4	A/B	Training of employee	MPI: awareness on SD	0.50 lakh	S	Nov., 2012	

Total Score for this Table 1.0

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No. of projects evaluated by an Independent External Agency/Expert/Consultant, etc.

Total Score for this Table 2.5

Score allotted by the Task Force

Table 5 – Publication of SD Performance Report

Activity	Yes/No	Mode of SD Report (if reported, whether a stand-alone SD Report or a part of Annual Report, etc.)
1	2	3
SD performance Report	Will be published	Para on SD would be included in the Directors' Report

Total Score for this Table 0.5

Score allotted by the Task Force

Total Score for all Table 5

Total allotted Score for all Tables

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R&D Performance Target Setting cum Evaluation Template (MOU parameter 2(g))

Table – I Mandatory Parameter- Total R & D Expenditure as a percentage of PAT (Rs. In lakhs)									
Sl.No	Evaluation Criteria	Unit	Weightage	Performance					Achievement
				Excellent (1)	V. Good (2)	Good (3)	Fair (4)	Poor (5)	
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)
1.	Total R&D expenditure as %age of PAT		2.5	40.5	40.00	37.50	35.00	32.5	
Total Score for this Table									2.5

Score allotted by the Task Force

Table – 2 Projects Chosen by CPSEs

(1)	(2)	Target Value								(10)
		(3)	(4)	(5)	(6)	(7)	(8)	(9)		
SN	Project s Chosen	Performance Indicator	Weigh tage	Excellent (1)	V.Good (2)	Good (3)	Fair (4)	Poor (5)	Actual	
1	Exploration, Evaluation & implementation of cost effective technology for rural connectivity	Milestones Acheived	2.5	Dec -12	Jan -13	Feb - 13	Mar - 13			
Total Score for this Table									2.5	

Score allotted by the Task Force

Total Score on R & D 5.0

Total allotted Score for both Tables

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Template for HRM Performance Evaluation to MOU Parameter 2(f) - RailTel Corporation of India Ltd.					
S. No.	HRM-PERFORMANCE INDICATORS	Measurement Unit	Weightage	Actual Performance (To be filled at the time of submission of performance evaluation by CPSE)	Self Evaluation Score (to be filled up at the time of submission of performance evaluation by CPSE)
A	Competency & Leadership Development				
A1	Compulsory				
1	% actualisation of Training Plan & Training Days per employee per year		5	Very Good : 50%, Excellent 55% Target: 2 days per employee per year	
2	Developing critical mass of leaders through a system of career planning & development	% fulfillment of planned leadership development programmes	5	Excellent: 100% fulfillment - to send at least 05 senior employees for leadership development programmes	
3	Training budget as % of employee cost	% of employees cost	5	Excellent: 100% fulfillment. 0.5% of total HR	
4	% fulfillment of training plan for Multi-skilling/Skill Upgradation of non executives	%	5		
	A2 Optional (Out of below five, one is to be taken in the MoU)				
5	% of executives covered in 330 degree feedback system against plan	%			
6	% of Senior Level Executives (FOCs & GMs and above), covered in Assessment & Development Centre	%			
7	Training interventions in new/advanced technology- % of fulfillment of training plan in new technology	%	5	5% at least one week training	
8	Interventions towards industry /Academia Interface	Yes/No/details			
9	% fulfillment of Plan for carrying out Competency Mapping of employees	%		Excellent: 100 % Competency mapping for all Executives	
TOTAL			25		

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S. No.	HRM-PERFORMANCE INDICATORS	Measurement Unit	Weightage	Target value under five point scale Basic Target (Good/Very Good)-To be filled at the time of submission of draft VCU by CPSE	Actual Performance (To be filled at the time of submission of performance evaluation by CPSE)	Self Evaluation Score (to be filled up at the time of submission of performance evaluation by CPSE)
B	Performance Management					
10	To ensure implementation of Bell Curve Approach in PMS rating	Yes/No	4	Excellent: 100% implementation of Bell curve approach for all eligible E2 and above employees		
11	Linkage of Development Plan of Executives with Performance Management System	Yes/No	3	Excellent: 100% implementation of development plan of all eligible executives with PMS for E2 and above employees		
12	Implementation of PRP linked to PMS	Yes/No; details	3	Excellent: 100% implementation of PRP linked to PMS for all eligible E2 and other employees		
	TOTAL		10			
C	Recruitment, Retention & Talent Management					
	Manpower Rationalisation through					
13	-Voluntary Retirements	%	5			
	-Redeployment					
	-AnyOther - Recruitment					
14	Attrition as % of total employees	%	5	30 employees Excellent: To keep the attrition at the minimum level. To reduce it to 10%.		
15	Presence of Mentorship Development Programme. No. of Mentors & Mentees	Yes/No; Numbers	5			
16	Formulation/ Implementation of systems for management of Talent such as Job rotation system, reward system, sponsoring ex. executives for Advanced Management Programme, growth opportunities etc.	Schemes/Initiatives & their details	5	Nil		
	TOTAL		20			
D	Enabling Creativity & Innovation					
17	Nbs. of Nominations/entries submitted for National Awards (PM Shree Awards, Vishwakarma Rashtriya Puraskar)	Nbs. of nominations/entries submitted for national awards	5	Excellent: At least 2 nominations/entries to be submitted for National Awards.		
18	Number of suggestions generated per employee per year	% Fulfillment	5	Excellent: 10% of implementation of suggestions of quality circles		
19	% of Quality Circle projects completed against total Quality circle projects undertaken in a year	% Fulfillment	5	One quality circle to be framed.		
	TOTAL		15			

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S. No.	HRM PERFORMANCE INDICATORS	Measurement Unit	Weightage	Target value Under five point scale Basic Target (Good/Very Good). To be filled at the time of submission of draft MoU by CPSE	Actual Performance (To be filled at the time of submission of performance evaluation by CPSE)	Self Evaluation Score (to be filled up at the time of submission of performance evaluation by CPSE)
E Employee Relations & Welfare						
20	Effectiveness of Grievance Redressal system % of grievance settled vis-a-vis received during the year	% settlement	4	Excellent: Grievance redressal system to be set up and 80% of grievances to be settled within set timelines by a Standing Committee to be set up for the same in Regions and Corporate Office		
21	Pension, medicare, yoga classes to reduce stress where the job is stressful, setting up of wellness centre such as Gym etc.	Number of programmes/data of implementation of scheme	4	Excellent: (i) to conduct one medicare / yoga /meditation /stress management courses per quarter.		
22	Employee satisfaction survey-ESI measure in %	%	4	Excellent: Employee satisfaction survey to be done once in the year and at least 75% employees must be well satisfied. (Satisfaction: Very Good)		
23	Formulation & implementation of social security scheme	Yes/NO	4	Excellent: Employee Group Insurance		
24	Number of structured meetings with employees' representatives	Number of meetings	4	01 meeting per quarter between MD /Regional Offices and employees.		
TOTAL			20			
F HR Branding & Excellence-Indicate achievement in this field for initiatives such as:						
25	Participation in survey conducted by external agencies (Employer of Choice, Best Employer, Best Place to Work etc)			initiative to be implemented for organizational change - HR audit		
	Review/ Revisit/Re-engineer HR Policy for meeting changing business priorities.	Details regarding the initiatives to be given alongwith achievements				
	Benchmarking projects undertaken in area of HR					
Organization Culture Building Initiatives						
TOTAL			10			
GRAND TOTAL			100			

NR: Total score out of 100 awarded on HRM to CPSE will be converted into score out of 75 on MoU on pro-rata basis

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RAILTEL CORPORATION OF INDIA LIMITED
Income-Expenditure Statement

Rs In Crores

Annexure II

Profit & Loss Particulars	2006-07	2007-08	2008-09	2009-10	2010-11	2011-12	2011-12	2011-12	2012-13
	Actuals	Actuals	Actuals	Actuals	Actuals	MOU Target	Upto 30.09.2011	Estimate For the year	MOU Target
Total Income	114.32	199.82	386.44	399.70	363.07	563.00	165.21	402.00	424.00
Sale Revenue IP-1	21.62	28.87	46.67	47.06	56.61	63.00	32.85	65.00	72.00
Sale Revenue-NLD (IP-II)	83.64	143.00	181.77	172.15	140.09	210.00	82.92	171.00	191.00
Sale Revenue VPN/ISP	7.70	16.73	23.34	31.21	28.37	48.00	14.86	23.00	31.00
Income From Railways	0.00	0.00	8.88	25.00	34.10	22.00	2.00	19.00	22.00
Execution of Railways works	0.00	0.00	113.99	112.68	67.10	121.00	10.57	70.00	94.00
Execution of other works	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Brandband PFP	0.00	0.00	0.00	0.00	0.00	98.00	0.00	0.00	0.00
Gross Sales	112.96	188.60	374.65	388.10	326.27	552.00	143.21	352.00	410.00
Less: Excise Duties & Others	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Net Sales/Operating Income	112.96	188.60	374.65	388.10	326.27	552.00	143.21	352.00	410.00
Other Income	1.36	11.22	1.79	11.60	36.80	11.00	22.00	50.00	14.00
Total Expenditure	47.49	76.31	222.42	220.84	192.23	310.00	75.91	247.00	274.00
Salaries & Wages	7.86	15.35	35.83	26.94	31.75	40.00	16.83	43.00	45.00
Repair & Maintenance	13.76	18.12	22.76	38.27	40.79	30.00	15.07	42.00	42.00
Licence Fees to DoT	5.29	8.77	12.13	2.65	11.00	17.00	5.44	18.00	17.00
Share to Railway	5.31	8.52	12.01	13.79	21.08	23.00	8.90	20.00	21.00
Administrative Expenses	9.62	19.68	31.47	13.59	13.57	38.00	6.26	35.00	36.00
Purchase of Protection/Internet Bandwidth	5.65	5.87	7.13	8.96	5.55	35.00	11.10	20.00	20.00
Railways Project Expenses	0.00	0.00	101.09	106.64	65.49	115.00	12.31	69.00	93.00
Exps on execution of other works	0	0	0	0	0	12	0.00	0.00	0.00
Brandband PFP	0	0	0	0	0	253	89.30	155.00	150.00
Gross Margin/EBIDTA	67	124	164	179	171	253	66.00	58.00	60.00
Depreciation	5	33	29	38	47	75	26.00	97.00	90.00
Gross Profit/EBITA	62	88	135	141	124	178	63.22	97.00	90.00
Prior Period Adjustment	4	6	5	1	-4	0	0.54	0.00	0.00
Impairment/Others	0	0	8	0	9	0	0.00	5.00	1.00
Interest on Loan	21	23	20	15	11	12	4.77	10.00	2.00
Provision for Tax/FBT	0	0	0	5	1	1	0.00	2.00	2.00
Provision for Arbitration Claim	0	0	0	4	0	0	0.00	0.00	0.00
Provision for Doubtful Debts/Advances	0	0	0	4	1	0	0.00	2.00	0.00
Net Profit	41	56	102	112	95	165	57.91	78.00	85.00
Dividend Paid	0	0	8	15	13	19	0.00	10.00	10.00
Tax on Dividend	0	0	1	3	2	2	0.00	2.00	2.00
Retained Profits	41	56	93	95	80	153	57.91	66.00	73.00
Return to Capital @ 10%						175.50	15.93	85.63	75.43
Added Value	13.53	67.46	107.53	112.82	100.23	389.00	389.00	570.00	600.00
No of Employees	24.00	413.00	510.00	510.00	510.00	510.00	510.00	510.00	510.00

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RAILTEL CORPORATION OF INDIA LIMITED
BALANCE SHEET AS ON

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Rs in Crores
Annexure-III

Particulars	As on	As on	As on	2009-10	2010-11	2011-12	2011-12	2011-12	2012-13
	31.03.07	31.03.08	31.03.09	Actual	Actual	MOU Target	Upto 30.09.2011	Estimate For the year	MOU Target
Sources of Funds									
Share holders funds (a+b+c)	320.94	365.20	457.88	552.62	633.02	745.00	695.10	703.19	776.19
(a) Paid up capital	320.94	320.94	320.94	320.94	320.94	321.00	320.94	320.94	325.26
(b) Share application money	0.00	0.00	0.00	0.00	0.15	0.00	4.32	4.32	0.00
(c) Reserves & Surplus	0.00	44.26	136.94	231.68	311.93	425.00	369.84	377.93	450.93
Term Loans	272.00	230.16	188.32	146.48	104.64	53.00	83.72	21.64	0.64
Deferred/Long Term Liability	9.97	18.49	0.00	0.30	0.88	0.00	0.88	0.88	0.88
Total	602.91	613.85	646.20	699.40	738.54	804.00	779.69	725.70	777.70
Application of funds									
Gross Block	611.37	728.05	773.26	869.42	910.50	1128.00	915.48	976.50	1188.50
Less: Depreciation	80.14	118.15	146.85	165.03	232.09	293.00	258.18	284.09	344.09
Less:- Impairment	0.00	0.00	0.00	8.00	26.70	0.00	26.70	31.70	32.70
Net Block	531.23	609.90	626.41	676.38	651.71	835.00	630.60	660.71	809.71
Capital Work in Progress	63.87	53.38	81.31	39.04	32.46	29.00	45.94	32.00	32.00
Current Assets (a)	80.90	111.87	151.66	212.74	499.44	300.00	727.15	500.00	400.00
Loans & Advances (b)	112.01	78.82	149.98	194.79	218.63	200.00	241.53	300.00	200.00
Total Current Assets (a+b)	192.91	190.69	301.64	407.53	718.10	500.00	968.68	800.00	600.00
Current Liabilities (a)	191.13	240.12	363.16	423.55	633.73	560.00	865.53	767.01	664.01
Net Current Assets	1.78	-49.43	-61.52	-16.02	54.37	-60.00	103.15	32.99	-64.01
Depreciation on Assets expected to be capitalised				0.00	0.00	0.00	0.00	0.00	0.00
Deferred Revenue Expenditure	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Deferred Tax Assets	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Profit & Loss A/c (Dr Balance)	6	0	0	0	0	0	0.00	0.00	0.00
Total	603	614	646	699	739	804	779.69	725.70	777.70

[Signature]

Kumar

RAILTEL CORPORATION OF INDIA LIMITED
STATIC FINANCIAL RATIOS

Rs In Crores

Sl No.	Particulars	Unit	2006-07	2007-08	2008-09	2009-10	2010-11	2011-12	2011-12	2011-12	2011-12	2012-13
						Actual	Actual	MOU Target	Upto 30.09.2011	Estimate For the year	MOU Target	
1	Net worth	Rs	314.91	365.20	457.88	552.62	633.02	746.00	695.10	703.19	776.19	
2	Capital employed	Rs	533.01	560.47	564.89	660.37	706.08	775.00	733.75	693.70	745.70	
3	Gross Margin/ Gross block	Rs	10.93%	16.96%	21.21%	20.57%	18.76%	22.43%	9.75%	15.87%	12.64%	
4	Net profit / net worth	%	12.97%	15.31%	22.29%	20.32%	15.07%	22.12%	8.33%	11.09%	10.85%	
5	Gross Profit / capital employed	%	11.58%	15.26%	23.96%	21.30%	17.52%	22.91%	8.62%	13.98%	12.07%	
6	PBDIT / Total employment	%	15.76%	29.91%	32.10%	35.07%	47.46%	65.04%	22.96%	27.19%	25.00%	
7	HRD (Employees Train)	%	11.98%	35.77%	28.70%	29.07%	30.72%	31.79%	11.12%	24.33%	18.40%	



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