

Memorandum of Understanding
(MoU)
2017-18

India Tourism Development Corporation Limited

Brief about the CPSE

Annex-I

1.	Name of the CPSE	India Tourism Development Corporation Limited														
2.	Status (Please tick): As per DPE guidelines	Weak														
3.	Reasons of Sickness, if applicable	Its claims against the Company not acknowledged as debt are more than its net worth as on 31.03.2016.														
4.	Whether registered with BIFR, If yes, details	No														
5.	Schedule of the CPSE (Please tick)	Schedule- B (Mini-Ratna - I)														
6.	Purpose for which CPSE has been setup and the main business now	<p>ITDC came into existence in October 1966 and has been the prime mover in the progressive development, promotion and expansion of tourism in the country. Broadly, the main objectives of the Corporation are:</p> <ul style="list-style-type: none"> * To construct, take over and manage existing hotels and market hotels, Beach Resorts, Travellers' Lodges/Restaurants * To provide transport, entertainment, shopping and conventional services; * To produce, distribute, tourist publicity material; * To render consultancy-cum-managerial services in India; * To carry on the business as Full-Fledged Money Changers (FFMC), restricted money changers etc; * To provide innovating, dependable and value for money solutions to the needs of tourism development and engineering industry including providing consultancy and project implementation. 														
7.	Number and Name of subsidiary companies along with amount invested and share in its profit during last five years	<p>Separate sheet may be attached, if more than one subsidiary. Information may be separately given in respect of each subsidiary and aggregated (consolidated) also.</p> <table border="1"> <thead> <tr> <th>Year*</th> <th>Name of subsidiary</th> <th>Amount invested (Rs.)</th> <th>Share in its profit (Rs.)</th> </tr> </thead> <tbody> <tr> <td>2011-12</td> <td colspan="3" rowspan="5" style="text-align: center; vertical-align: middle;">Annexure-A</td> </tr> <tr> <td>2012-13</td> </tr> <tr> <td>2013-14</td> </tr> <tr> <td>2014-15</td> </tr> <tr> <td>2015-16</td> </tr> </tbody> </table>			Year*	Name of subsidiary	Amount invested (Rs.)	Share in its profit (Rs.)	2011-12	Annexure-A			2012-13	2013-14	2014-15	2015-16
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2011-12	Annexure-A															
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8.	Number and Name of Joint Venture companies along with amount invested and share in its profit during last five years	<p>Separate sheet may be attached, if more than one Joint Venture. Information may be separately given in respect of each Joint Venture and aggregated (consolidated) also.</p> <table border="1"> <thead> <tr> <th>Year*</th> <th>Name of Joint Venture</th> <th>Amount invested (Rs.)</th> <th>Share in its profit (Rs.)</th> </tr> </thead> <tbody> <tr> <td>2011-12</td> <td colspan="3" rowspan="5" style="text-align: center; vertical-align: middle;">The investment amount in ITDC Aldeasa Pvt. Ltd. has been fully written off.</td> </tr> <tr> <td>2012-13</td> </tr> <tr> <td>2013-14</td> </tr> <tr> <td>2014-15</td> </tr> <tr> <td>2015-16</td> </tr> </tbody> </table>			Year*	Name of Joint Venture	Amount invested (Rs.)	Share in its profit (Rs.)	2011-12	The investment amount in ITDC Aldeasa Pvt. Ltd. has been fully written off.			2012-13	2013-14	2014-15	2015-16
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9.	Details of revival plan approved earlier	-														

Annexure A

Name of subsidiary Company of ITDC	Year	Amount invested (Rs. In Lakhs)	% of share	Share in its profit/Loss (Rs.in Lakhs)
Ranchi ashok Bihar Hotel Corporation Limited	2011-2012	36.52	51.00	-29.37
	2012-2013	36.52	51.00	-48.58
	2013-2014	249.88	51.00	-41.76
	2014-2015	249.88	51.00	-54.42
	2015-2016	249.88	51.00	-85.74
Madhya pradesh Ashok Hotel Corporation Limited	2011-2012	81.6	51.00	29.67
	2012-2013	81.6	51.00	32.53
	2013-2014	81.6	51.00	37.10
	2014-2015	81.6	51.00	2.70
	2015-2016	81.6	51.00	-17.81
Pondicherry Ashok Hotel Corporation Limited	2011-2012	30.6	51.00	-19.33
	2012-2013	81.6	51.00	-15.18
	2013-2014	81.6	51.00	-16.92
	2014-2015	81.6	51.00	-15.69
	2015-2016	81.6	51.00	-10.80
Utkal Ashok Hotel Corporation Limited (The Investment in figure includes both Equity (119) and Pref Share (350) and Equity Participation 91.5%)	2011-2012	469	91.50	-55.12
	2012-2013	469	91.50	-56.18
	2013-2014	469	91.50	-53.64
	2014-2015	469	91.50	-64.00
	2015-2016	469	91.50	-180.64
Punjab Ashok Hotel Company Limited	2011-2012	127.5	51.00	-0.08
	2012-2013	127.5	51.00	-0.12
	2013-2014	127.5	51.00	-0.09
	2014-2015	127.5	51.00	-1.58
	2015-2016	127.5	51.00	-0.06
Donyi Polo Ashok Hotel Corporation Limited	2011-2012	50.9	51.00	5.98
	2012-2013	50.9	51.00	2.14
	2013-2014	50.9	51.00	11.59
	2014-2015	50.9	51.00	-1.44
	2015-2016	50.9	51.00	0.39
Assam Ashok Hotel Corporation Limited	2011-2012	51	51.00	-5.69
	2012-2013	51	51.00	-11.38
	2013-2014	51	51.00	18.13
	2014-2015	51	51.00	-60.59
	2015-2016	51	51.00	-79.30

INDIA TOURISM DEVELOPMENT CORPORATION LIMITED (MoU 2017-18)

Mandatory parameters PART A

Sl. No.	Financial Performance Criteria	Unit	Marks	Current Year (Estimate)	Best in 5 years	MoU Target for the year 2017-18					%Improvement*
						Excellent 100 %	V.G. 80%	Good 60%	Fair 40%	Poor 20%	
1	Turnover Revenue from Operations	Rs. crore	10	451.49	472.28	465	450	435	425	410	(0.33)
2	Operating Profit/Loss CPSes with operating profit (Profit/ Surplus before Tax excluding other Income, Extraordinary and Exceptional Items):- Operating profit/ surplus as a percentage of Revenue from operations (net). CPSes with operating Loss (Loss/ Deficit not taking into account other Incomes, Extraordinary and Exceptional Items):- Reduction in operating Loss/ Deficit (s) over previous year.	%	20	3.09	3.11	2.00	*1.90	1.80	1.75	1.70	(38.51)
3	Return on investment: Profit Earning CPSes with no accumulated losses: PAT or Surplus / Average Net Worth Loss making CPSes or CPSes having Accumulated losses: Reduction in Total Expenses as a percentage of Total Income as compared to previous year.	%	20	4.07	10.57	6.00	5.80	5.60	5.40	5.20	42.51
	Total (A)		50								

*Note: If Accounting policy of ITDC in respect of charging repair and maintenance expenses to revenue gets change, then the targets will be increased accordingly.

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Other Parameters - (Part-B)
Applicable to all Operating CPSEs except CPSEs in Finance Sector

Sl. No.	Performance Criteria	Unit	Marks	Current year (Estimate)	Best in 5 years	MoU Target for the year 2017-18					%Improvement*
						Excellent 100%	V.G. 80%	Good 60%	Fair 40%	Poor 20%	
1	Capacity Utilisation/ Production/ Generation/ Transmission, etc. (Occupancy of Hotel Ashok and Samrat)	Hotel Ashok	5	56	58	57	56	54	53	52	0
		Hotel Samrat (%)	5	69	70	71	70	69	68	67	1.45
2	R&D, Innovation, Technology up-gradation parameter Introduction of Revenue management software (RMS) for Hotel Ashok	Date	10	-	-	15/12/17	31/12/17	15/01/18	31/01/18	15/02/18	
3	Trade receivables (Net) as number of days of Revenue from Operations (gross)	Days	5	116.8	68.12	100	105	110	112	115	10.10
4	Reduction from opening balance of claims against the Company not acknowledged as debt (In respect of CPSE & Others)	%	5			10	9	8	7	6	
5	Milestones with respect to subsidiary CPSEs not signing MoUs separately Disinvestment: Exit from Hotels including subsidiary/ owned units/ managed units (including leasing out)	Number	5	-	-	4	3	2	1	0	-
6	Any other sector specific result-oriented measurable parameters (Increase in organizing/ handling conference/exhibitions in India over previous year)	Number	5			8	7	6	5	4	
7	Human Resource Management Parameters										

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On-line submission of ACR/APAR in respect of all executives (E0 and above) along with compliance of prescribed timelines w.r.t. writing of ACR/ APAR	(% of number of executives)	2			100	95	90	85	80	
Online Quarterly vigilance clearance updation for Senior Executives (AGM and above)	(% of number of senior executives)	2			100	95	90	85	80	
Preparation of succession plan and its approval by Board of Directors	(Date)	2			30.09.17	15.10.17	31.10.17	15.11.17	30.11.17	
Talent management and carrier progression by imparting at least one week training in Centre of Excellence within India e.g. IITs, IIMs, NITs, ICAI etc. (% of executives)	% of executives	2			10	9	8	7	6	
Holding of DPC without delay for executive (E0 and above)	(%)	2			100	95	90	85	80	
Total (B)		50								

*Improvement would be worked out on very Good Target for MoU year over Current year expected actuals.


03/05/17

(PIYUSH TIWARI)
Managing Director
India Tourism Development Corporation Limited


8517

(N.K.SINHA)
Secretary
Ministry of Tourism, Govt. of India


Notes:

1. The targets are based on provisional figures submitted by the CPSE for 2016-17. In case of better performance, the difference between actual achievement and estimate submitted by the CPSE to the year 2016-17, shall be added to the targets of 2017-18.
2. At the time of MoU evaluation, whenever the figures are not verifiable from the Annual Report, verification of the same would be done on the basis of certification/ resolution by Board of Directors.
3. 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 para 14.2 of MoU Guidelines 2017-18.

Self Declaration/ Certification by ITDC

It is hereby certified that the targets/ actual achievements in respect of MoU 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 any point of time, DPE is free to evaluate the performance as per MoU Guidelines. ITDC has no right of claim in this regard.

For India Tourism Development Corporation Limited



03/05/17

Piyush Tiwari
C&MD