

MEMORANDUM OF UNDERSTANDING

2019 – 20

INDIA TOURISM DEVELOPMENT CORPORATION LTD.

## Brief about the CPSE

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	-		
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"> <li>• Construction, management and marketing of Hotels &amp; Catering units;</li> <li>• Providing tourist transport facilities;</li> <li>• Providing Duty Free Shopping Facilities to the tourists;</li> <li>• Providing entertainment facilities to the tourists;</li> <li>• Providing convention and conference facilities;</li> <li>• Providing consultancy cum management services and training for tourism and hospitality related programme;</li> <li>• Production, distribution and sale of tourist publicity material;</li> <li>• Promoting tourism through food festivals, fairs and joint ventures in India and abroad;</li> </ul>		
7.	Number and Name of subsidiary companies along with amount invested and share in its profit during last five years		Separate sheet may be attached, if more than one subsidiary. Information may be separately given in respect of each subsidiary and aggregated (consolidated) also	
	Year*	Name of subsidiary	Amount invested (Rs.)	Share in its profit (Rs.)
	2013-14			
	2014-15			
	2015-16			
	2016-17			
	2017-18			
8.	Number and Name of Joint Venture companies along with amount invested and share in its profit during last five years		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.	
	Year*	Name of Joint Venture	Amount invested (Rs.)	Share in its profit (Rs.)
	2013-14			
	2014-15			
	2015-16			
	2016-17			
	2017-18			
9.	Details of revival plan approved earlier		NA	

\*Note: For each succeeding year of MoU, one more year may be added after the MoU 2018-19 and the first year deleted so that total data available is for the past five years.

Amount invested by ITDC in Subsidiary Company as on 31<sup>st</sup> March 2018.  
(the figures for 2017-18 are based on Ind-AS)

Name of subsidiary Company of ITDC	Year	Amount invested (Rs. In Lakhs)	% of share (Equity)	Share in its profit/Loss (Rs.in Lakhs)
Pondicherry Ashok Hotel Corporation Limited	2013-2014	81.6	51.00	-16.92
	2014-2015	81.6	51.00	-15.69
	2015-2016	81.6	51.00	-10.80
	2016-2017	81.6	51.00	21.78
	2017-2018	81.6	51.00	1.22
Punjab Ashok Hotel Company Limited	2013-2014	127.5	51.00	-0.09
	2014-2015	127.5	51.00	-1.58
	2015-2016	127.5	51.00	-0.06
	2016-2017	127.5	51.00	-0.06
	2017-2018	127.5	51.00	-1.10
Ranchi Ashok Bihar Hotel Corporation Limited	2013-2014	249.88	51.00	-41.76
	2014-2015	249.88	51.00	-54.42
	2015-2016	249.88	51.00	-85.74
	2016-2017	249.88	51.00	-107.65
	2017-2018	249.88	51.00	-109.85
Utkal Ashok Hotel Corporation Limited (Investment includes both Equity (119 lakhs) and Pref Share (350 lakhs) and Equity Participation 91.5%)	2013-2014	469	91.50	-53.64
	2014-2015	469	91.50	-64.00
	2015-2016	469	91.50	-180.64
	2016-2017	469	91.50	-117.05
	2017-2018	469	91.50	-70.93
Donyi Polo Ashok Hotel Corporation Limited. Presently, Not a Subsidiary as ITDC stake in the company was transferred on 17.5.2018	2013-2014	50.9	51.00	11.59
	2014-2015	50.9	51.00	-1.44
	2015-2016	50.9	51.00	0.39
	2016-2017	50.9	51.00	-2.18
	2017-2018	50.9	51.00	-66.03

# INDIA TOURISM DEVELOPMENT CORPORATION LIMITED (MoU 2019-20)

## Mandatory parameters PART A

Sl. No.	Financial Performance Criteria	Unit	Marks	Current Year (Estimate)	Best in 5 years	MoU Target for the year 2019-20				% Improvement*
						Excellent 100%	V.G. 80%	Good 60%	Fair 40%	Poor 20%
1	<b>Turnover</b> Revenue from Operations	Rs. crore	10	350	(**)(*)472	370	350	340	330	320
2	<b>Operating Profit/Loss</b> 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	2.99	**3.1	3.25	3.00	2.75	2.50	2.25
3	<b>Return on investment:</b> 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	5.1	**9.4	6.3	5.2	5	4.8	4.6
	Total (A)	%	50							

\*Without excluding revenue from operations of Hotels under disinvestment

\*\* GAAP Basis

Note: MoU targets (Revenue from operations and Operating Profit/Revenue from operations) are excluding Hotel Jammu Ashok, Hotel Kalinga Ashok and Hotel Patliputra Ashok while PAT/Net Worth has been taken on overall Corporation basis.

**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 2019-20					% Improvement *
						Excellent 100%	V.G. 80%	Good 60%	Fair 40%	Poor 20%	
1	Capacity Utilization/ Production/ Generation/ Transmission, etc. (Occupancy of Hotel Ashok and Samrat combined)	%	5	62.5	66	66	63	60	58	56	0.8
2	New orders Received during the year	Rs. crore	0-10	-	-	-	-	-	-	-	-
3	Exports as a percentage of Revenue from operations	%	0-10	-	-	-	-	-	-	-	-
4	Development or Revenue from new products or product with new features	Number	2	-	-	2	1	-	-	-	-
	Completion of Sound and Light Shows (SEL) during the year *	Date	3	-	-	01.03.20	10.03.20	15.03.20	20.03.20	31.03.20	-
5	Operationalization of at least 1 new Duty Free Shop										
5	Any Production Efficiency parameter		0-10	-	-	-	-	-	-	-	-
6	Completion of milestone of clients orders/ agreements without time overrun	%	0-10	-	-	-	-	-	-	-	-
7	R&D, Innovation, Technology up-gradation parameter	Date	0-10	-	-	-	-	-	-	-	-
8	Increase in Market share	%	0-10	-	-	-	-	-	-	-	-
9	CAPEX	Rs. Crore	0-10	-	-	-	-	-	-	-	-
10	Percentages of value of CAPEX contracts/ projects running/ completed during the year without time/ cost overrun to total value of CAPEX contracts running/ completed during the year	%	-	-	-	-	-	-	-	-	-
11	Inventory of finished goods and work in progress to Revenue from operations (Net)	%	0-10	-	-	-	-	-	-	-	-
12	Reduction in Inventory of more than one year old to Revenue from	%	0-10	-	-	-	-	-	-	-	-

	operations (Net)										
13	Trade receivables (Net) as number of days of Revenue from Operations (gross)	No. of days	10	100	68	75	90	100	110	120	100
14	Reduction in claims against the Company not acknowledged as debt over previous year - overall	%	10	-	-	15	12	10	8	6	
15	Return (share of profit/loss) on Investment in JV	Date	-	-	-	-	-	-	-	-	
16	Milestones with respect to subsidiary CPSEs not signing MoUs separately	Number	-	-	-	-	-	-	-	-	
17	Parameters pertaining to milestones of Revival	Date	0-10	-	-	-	-	-	-	-	
18	Human Resource Management										
A	Achievement of HR Parameters of continuous nature as per list given below	Number	5	-	-	6	5	4	3	2	
	Sl. No.	Parameter									
	i)	Online submission of ACR/APAR in respect all Executives (EO and above) along with compliance of prescribed timeline w.r.t. writing of ACR/ APAR									
	ii)	Online quarterly vigilance clearance updation for senior Executives (AGM and above)									
	iii)	Updation of succession plan and its approval by Board of Directors									
	iv)	Holding of DPC without delay for Executives (E0 & above level)									
	v)	Talent Management & career progression by imparting at least 1 week training of at least 10% executives (E0 and above) in Centre of Excellence within India e.g. IITs, IIMs, NITs, ICAI, etc.									
	vi)	Review & implementation of employee performance on the lines of FR(56)j and submitting a compliance report to Board of Directors at the end of the year									
B	Initiatives for Work life balance as well as Leadership development for Women employees (No. of initiatives)	Number	5			5	4	3	2	1	
19	Any other sector specific result-oriented measurable parameters	Number									
	Increase in organizing/ handling conference/exhibition s in India over previous year		10	107** (absolute)	93** (absolute)	10	8	6	5	4	
	Total (B)		50								

\* If no SEL shows are completed, Zero marks will be given.

\*\* Figures in absolute terms i.e. Nos.

  
 (Ravneet Kaur)  
 Chairperson and Managing Director  
 India Tourism Development Corporation

  
 (Yogendra Tripathi)  
 Secretary  
 Ministry of Tourism, Govt. of India



**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 2019-20. 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 Ltd.



(Ravneet Kaur)  
C&MD