

**MEMORANDUM OF UNDERSTANDING
(YEAR 2017-18)**

BETWEEN



MINISTRY OF CIVIL AVIATION

AND



PAWAN HANS LIMITED

**MEMORANDUM OF UNDERSTANDING 2017-18 BETWEEN
MINISTRY OF CIVIL AVIATION AND PAWAN HANS LIMITED**

Sr. No.	Performance Criteria	UNIT	Marks	2016-17 (Estimated)	Best in last 5 years	MoU Target for the year				
						EXCELL ENT	VERY GOOD	GOOD	FAIR	POOR
	Financial Parameters									
	(i) Turnover - Revenue from operations	Rs./Crores	10%	442	530	100%	80%	60%	40%	20%
	(ii) Operating Profit / Loss					464	442	420	400	350
	(Profit / Surplus before Tax excluding other income, extraordinary and exceptional items) - Operating profit / surplus as a percentage of revenue from operations (net)	%	20%	3.71	8.77	3.80	3.70	3.40	3.10	3.00
	(iii) Return on Investment									
	PAT or surplus / average net worth	%	20%	1.20	7.73	1.25	1.20	0.83	0.76	0.70
	TOTAL	Total	50%							
	OTHER PARAMETERS									
	(iv) Capacity Utilization									
	Fleet deployment as a percentage of 80% of total fleet	%	10%	88%	93%	100%	88%	86%	85%	84%
	(v) Production Efficiency									
	Percentage increase in serviceability over previous year	%	10%	74% (absolute)	80% (absolute)	10	9	8	7	6
	(vi) R&D, Innovation, Technology Upgradation.									
	Installation of Flight Tracking System on additional 5 Dauphin N3 helicopters.	Date	5%	5	5	31.12.17	15.1.18	31.1.18	15.2.18	28.2.18
	(vii) Trade Receivables (net) as number of days of revenue from operations (Gross)	No. of Days	6%	180	143	160	180	200	210	220
	(viii) Reduction in claims against the Company not acknowledged as debt over previous year	%	4%	104.2Cr	407.04 Cr	10%	9%	8%	7%	6%
	(ix) DGCA approved Skill Development Training of atleast one week to external pilots / engineers / technical personnel.	Nos.	5%	100		120	110	100	90	80



Self declaration/certification by CPSE

It is hereby certified that the targets and 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. CPSE has no right of claim in this regard.

(DR. B.P. SHARMA)

Chairman & Managing Director
Pawan Hans Limited



एक कदम स्वच्छता की ओर

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