



**अमझौता झापन**  
**MEMORANDUM OF UNDERSTANDING**  
**between**



**कोंकण रेलवे कॉर्पोरेशन लिमिटेड**  
**KONKAN RAILWAY CORPORATION LTD.**

**और**  
**and**



**रेल मंत्रालय के बीच**  
**MINISTRY OF RAILWAYS**

**वर्ष 2022 – 23**  
**FOR THE YEAR 2022-23**

**Konkan Railway Corporation Ltd.  
(Consolidated) - MoU 2022-23**


S.No.	Name of Parameter	Unit	Weightage	Target 2022-23
1	Revenue from Operations	₹ in Cr.	10	4507
2	Gross Tonne Kilometer (GTKM)	Million	23	16563
3	CAPEX	₹ in Cr.	10	510
4	EBITDA as a percentage of Revenue	%	10	15.07
5	Return on Capital Employed	%	15	4.80
6	Asset Turnover Ratio	%	5	55.64
7	Acceptance/ Rejection of Goods & Services through TReDS Portal	%	5	100
8	Procurement from GeM as % of total procurement	%	2	25
9	Trade Receivables as no. of days of Revenue from Operations	Number of Days	5	20
10	Earning per Share	in ₹	15	3.71
		<b>Total</b>	<b>100</b>	

**Notes:**

- The targets are based on actuals for the FY 2021-22.
- Vision provided by the administrative Ministry is also considered for Benchmarking.
- CAPEX targets of CPSEs - As per vision provided by Administrative Ministry/CPSE.
- EPS parameter for unlisted CPSE.
- Proportionate marks for achievement of 50% to 100% Targets.
- No marks for achievement below 50% of Targets.

  
CMD, Konkan Railway Corporation Ltd.  
Date: \_\_\_\_\_

**संजय गुप्ता**  
**SANJAY GUPTA**  
अध्यक्ष एवं प्रबंध निदेशक  
CHAIRMAN AND MANAGING DIRECTOR  
कोंकण रेलवे कॉर्पोरेशन लिमिटेड  
KONKAN RAILWAY CORPORATION LTD.  
सी.बी.डी. बेलापुर, नवी मुंबई.

  
Secretary, Ministry of Railways  
Date: 14-11-2022

**(जया वर्मा सिन्हा)**  
**JAYA VARMA SINHA**  
सचिव, रेलवे बोर्ड  
Secretary, Railway Board  
रेल मंत्रालय / Ministry of Railways  
नई दिल्ली / New Delhi



## Compliance parameters for 2022-23

S.No	Parameter	Marks	Source/ Verification
1	DPE guidelines issued from time to time on CSR expenditure by CPSEs	-1	Administrative Ministry
2	Compliance of provisions in the Companies Act, 2013 (or SEBI (LODR) regulations in case of listed entities) on Corporate Governance such as: (i) Composition of Board of Directors (ii) Board Committees (Audit Committee etc.) (iii) Holding Board Meetings (iv) Related Party Transaction (v) Disclosures and Transparency	-3	Administrative Ministry on the basis of CAG/ Statutory/ Secretarial Auditor Report(s)
3	Target as given by NITI Aayog on Assets Monetization Milestones	-1	Administrative Ministry on the basis of confirmation from NITI Aayog
4	(i) Procurement of goods or services through MSEs as % of Total procurement of goods and services – 25%	-1	Administrative Ministry on the basis of Sambandh portal
5	(ii) Procurement of goods or services through SC/ST MSEs as % of Total procurement of goods and services – 4%	-1	Administrative Ministry on the basis of Sambandh portal
6	(iii) Procurement of goods or services through Women MSEs as % of Total procurement of goods and services – 3%	-1	Administrative Ministry on the basis of Sambandh portal
7	Steps and initiative taken for Health & Safety improvement of Human Resources in CPSEs (Target to be prescribed by the Administrative Ministry)	-1	Administrative Ministry

CMD, Konkan Railway Corporation Ltd.  
Date:

  
संजय गुप्ता

SANJAY GUPTA

अध्यक्ष एवं प्रबंध निदेशक

CHAIRMAN AND MANAGING DIRECTOR

कोंकण रेलवे कॉर्पोरेशन लिमिटेड

KONKAN RAILWAY CORPORATION LTD.

सी.बी.डी. बेलापुर, नवी मुंबई.

C.B.D. Belapur, Navi Mumbai

Secretary, Ministry of Railways

Date: 14-11-2022



(जया वर्मा सिन्हा)

JAYA VARMA SINHA

सचिव, रेलवे बोर्ड

Secretary, Railway Board

रेल मंत्रालय / Ministry of Railways

नई दिल्ली / New Delhi