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RAILTEL CORPORATION OF INDIA LTD.

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MEMORANDUM OF UNDERSTANDING

FOR THE  
YEAR 2015-2016

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PART I: MISSION AND OBJECTIVES

**1.1 Vision:**

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

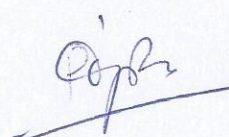
**1.2 Mission:**

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 train operation, 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 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.

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## PART - IV

### COMMITMENT/ ASSISTANCE FROM THE GOVERNMENT.

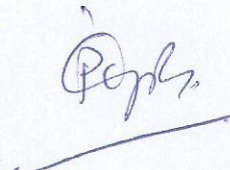
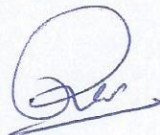
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#### **Commitment:**

1. Ministry shall ensure timely action on filling up position of non official Directors on the Board of RailTel.

#### **Assistance:**

2. Ministry may consider providing Railway land/building space as and when offered to RailTel for its business at reasonable and comparable rates by giving treatment similar to other PSUs of Railways. And similarly approval of existing revenue share in lieu of land licence fee against permitting use of space for pole mount and equipment room for housing critical information infrastructure at Railway stations /buildings.
3. Ministry may consider grant of approval of modern S&T and ICT works approved under pink book to RailTel specially in the field of MTRC (GSM-R), CTC, TMS etc.

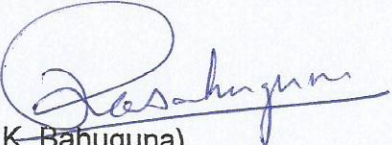


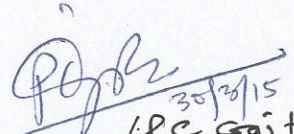
4. Ministry may consider approval for allocation of additional work for maintenance of data network equipment of Railways to RailTel.
5. Ministry to consider issue of procedure order for centralized payment of port charges for value added services by RailTel.
6. Ministry may consider grant of signaling works to RailTel on nomination basis consequent to grant of its approval to the change in object clause of Memorandum of Association of the Company.
7. Ministry may consider granting recommendations to DoPT from the rule of immediate absorption for 120 technical and 30 non technical posts in RailTel presently on deputation from Railways.

#### PART V

#### ACTION PLAN FOR IMPLEMENTATION AND MONITORING OF THE MOU.

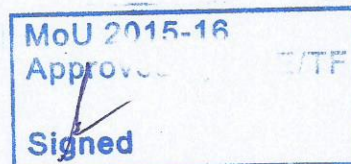
1. PSE management shall internalize and review the MoU within its regional units on quarterly basis.
2. The performance of RailTel will be reviewed against the targets given in this MOU once in six months by the Ministry of Railways.

  
(R.K. Bahuguna)  
CHAIRMAN & MANAGING DIRECTOR  
RAILTEL CORPORATION OF INDIA LTD.

  
35/3/15  
(P.C. Gajbhiye)  
SECRETARY, RAILWAY BOARD,  
MINISTRY OF RAILWAYS  
GOVERNMENT OF INDIA

Place: New Delhi

Dated: 30.03.2015



**RAILTEL CORPORATION OF INDIA LIMITED**  
**1. STATIC FINANCIAL PARAMETERS (50%)**  
**MOU Assessment Format for CPSE 2015-16**

**Annexure I**  
**Rs In Crores**

Sl.No.	Particulars	Unit	Weight	2012-13		2013-14		2013-14		2014-15		2014-15		2014-15		2015-16							
				Actuals	MOU Target	Actuals	MOU Target	Upto 30.09.2014	Provisional As on 31.03.2015	MOU Target	Excellent	V.Good	Good	Fair	Poor								
<b>Mandatory Parameters</b>																							
<b>(i) Growth/Size/Activity (Two)</b>																							
(a)	Sales Turnover (Excluding Interest and Other Income)	Rs in Cr	10	362.06	430.00	212.51	453.27	439	219.71	450.00	475.00	490.00	475.00	450.00	425.00	400.00							
(b)	Gross Operating Margin	Rs in Cr	10	185.06	208.78	124.62	227.82	198	116.08	220.26	228.00	232.00	228.00	216.00	204.00	192.00							
(ii)	<b>Profitability</b>																						
(a)	EBITDA/Net Block	%	10	44.72%	25.20%	25.71%	50.80%	37.99%	25.64%	33.88%	35.12%	36.87%	35.12%	33.36%	31.60%	29.85%							
(iii)	<b>Cost and Output Efficiency</b>																						
(a)	Sales Turnover/Net Block	%	10	68.69%	50.69%	44.28%	84.50%	78.67%	43.11%	64.80%	67.26%	70.62%	67.26%	63.90%	60.53%	57.17%							
<b>Optional Parameters</b>																							
(iv)	<b>Liquidity/Leverage</b>																						
(a)	Current Ratio	Ratio	10	1.22:1	1.04:1	1.28:1	1.27:1	1.30:1	1.27:1	1.12	1.24	1.30	1.24	1.18	1.12	1.05							
			<b>Sub Total</b>	<b>50</b>																			



**MoU 2015-16**  
**Approved by DPE/TF**  
**Signed**



RAILTEL CORPORATION OF INDIA LIMITED  
MOU Assessment Format for CPSE 2015-16

Sl. No.	Particulars	Unit	Weightage	Documentary evidence	2014-15		2015-16									
					MOU Target	MOU Target	Excellent	V.Good	Good	Fair	Poor					
2	<b>DYNAMIC PARAMETERS</b>															
(i)	Research & Development Funding of Centre for Excellence (TCOE) with IIT Roorkee	crore	2	Project Report	Feb-15	1 Cr	1.05 Cr	1 Cr	0.95 Cr	0.90 Cr	0.85 Cr					
(ii)	Initiative for growth:															
a	Fresh Orders from New Customers	Crore	3	Order proof	45	30	31.50	30	28.50	27.00	25.50					
b	Repeat Orders from Existing Customers	Crore	3	Order proof	30	30	31.50	30	28.50	27.00	25.50					
c	Number of Customers on Railwire business (Net addition of 5000 new customers)	Date	3	Report summary	25,000	30,000	31,000	30,000	28,500	27,000	25,500					
d	Implementation of risk management including risk identification and mitigation	Date	2	Report summary	Jan-15	Dec. 2015	Nov-15	Dec. 2015	Jan-16	Feb-16	Mar-16					
e	Empanelment of System Integrator / Channel Partner (4 No. one for each region)	No	2	LOA	NA	Sep-15	Aug-15	Sep-15	Oct-15	Nov-15	> Nov-15					
(iii)	Project Management & Implementation															
(a)	Fibre connectivity to Gram Panchayats as a part of creating NOFN infrastructure	No of GPs	2	Physical Report Summary	4000	4000	5000	4000	3800	3600	3400					
(b)	Commissioning of Central NOC for Railtel	Date	2	Physical Report Summary	NA	Dec-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16					
(c)	Capital expenditure	Crore	2	Fixed Asset Schedule	150	100	105.00	100	95.00	90.00	85.00					
(d)	Placement of LOA on Firms	Crore	2	Issue of LOA's	NA	50	52.50	50	47.50	45.00	42.50					
(e)	Setting up of Project Monitoring Unit	Time	2	Report Summary	NA	Aug-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15					
(iv)	Productivity & Internal Process Benchmarking of parameter taken from TRAI report															
a	Availability of circuit for lease lines with 99.5% uptime	%	2	Physical Report Summary	95%	95%	96%	95%	94%	93%	92%					
b	Availability of data network with 99.5% uptime	%	2	Report summary	NA	95%	96%	95%	94%	93%	92%					
(v)	Technology, Quality, Innovative Practices															
a	Implementation of MPLS /PTN at Pops	Nos.	2	LOA issued / Status report	18	200	210	200	190	180	170					
b	ERP implementation Supply Chain Module	Date	2	Report summary	NA	Dec-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16					
c	Building of IT Team in Railtel	Date	2	Report summary	NA	Dec-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16					

MOU 2015-16  
Approved by DPE/TF  
Signed

Sl. No.	Particulars	Unit	Weightage	Documentary evidence	2014-15		2015-16									
					MOU Target	MOU Target	Excellent	V.Good	Good	Fair	Poor					
(vi)	Human Resources Management															
	Workshop for Skill Development on business/technology aspects	% age of employees	2	Copies of letters / corresp made	18	18	19	18	17	16	15					
	Finalisation of HRM Plan (including succession planning)	Date	2	Copies of letters / corresp made	NA	31.01.16	31.12.15	31.01.16	29.02.16	15.03.16	> 15.03.16					
(vii)	Sector Specific Parameter	Nos	4	LOA Issued	NA	15	16.00	15	14.00	13.00	12.00					
a	WIFI at Railway Stations	Capacity	3	Physical Report	200G	230G	240G	230G	220G	210G	205G					
b	NKN Augmentation (Total Capacity)	Date	1	Report summary	NA	Aug-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15					
c	Implementation of Integrity Pact	Score	3	Annual Accounts	NA	142	119	142	166	176	190					
d	Recovery of outstanding debtors															

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Notes:-

1 The Company undertakes to comply with guidelines on Corporate Governance

2 (a) Non-compliance of Corporate Governance will be penalized by way of negative marking and the MoU Score will be increased in the following manner in

Sl.	Annual Score	Grading	Penalty Marks
1	85 % and Above	Excellent	0
2	75%-84%	Very Good	0
3	60%-74%	Good	0.5
4	50%-59%	Fair	0.5
5	Below 50%	Poor	1

(b) If a CPSE fails to submit the Self evaluation report of Corporate Governance through Administrative Ministry/Department or directly to DPE within the timelines, CPSE would be graded as not complied and the same would be treated as poor rating.

3 CPSEs will have to follow the Public Procurement Policy for Micro, Small and Medium Enterprises (MSMEs) Order, issued vide D.O. No. 21(1)/2014-MA dated April 25, 2012 and non-compliance with the said order will be penalized upto 1 mark.

4 In terms of para 3.23 of MOU guidelines for the year 2015-16, Non-Compliance of any directives of government including submission of data for Public Enterprises (PE) Survey, MOSPI Data updation on their website etc. and non-compliance of requirements of regulators in serious cases may be penalized upto 1 mark depending on the degree and seriousness of non-compliance.

5 CPSE have to give a certificate regarding compliance of the Act, Rules & Guidelines issued by DPE in this regard. Non-compliance will be penalized upto 1 mark.

6 In terms of para 3.23 of MoU guidelines for 2015-16, CPSE has to give a Certificate regarding Implementation of Guidelines issued by DPE as per OM No DPE/14(38)/10-Fin Dated 28th June 2011. Non-compliance of DPE Guidelines determined on the basis of certificate submitted will be penalized up to 1 mark at the discretion.

7 All internal documents to be signed atleast by a Functional Director of the Board.

MOU 2015-16  
Approved by DPE/TF  
Signed

**RAILTEL CORPORATION OF INDIA LIMITED**  
**Income-Expenditure Statement**  
MOU Assessment Format for CPSE 2015-16

Annexure-II

Rs in Crores

	Profit & Loss Particulars	2011-12	2012-13	2013-14	2014-15	2014-15	2014-15	2015-16
		Actuals	Actuals	Actuals	MOU Target	upto 30.09.2014	Provisional As on 31.03.2015	MOU Target 15-16
A	<b>Sales Turnover(1 to 8)</b>	<b>338.08</b>	<b>362.06</b>	<b>453.27</b>	<b>439.00</b>	<b>219.71</b>	<b>450.00</b>	<b>475.00</b>
	1 Sale Revenue IP-1	70.40	78.28	80.78	85.00	42.50	85.00	90.00
	2 Sale Revenue-NLD (IP-II)	179.97	213.81	237.73	220.00	120.27	245.00	250.00
	3 Sale Revenue VPN/ISP	33.10	25.44	53.28	42.00	26.39	55.00	55.00
	4 Income From Railways	18.89	22.00	21.26	22.00	10.26	22.00	25.00
	5 Execution of Railways works	35.72	18.91	33.97	35.00	20.29	30.00	30.00
	6 Execution of other works	0.00	3.62	26.25	35.00	0.00	13.00	24.00
	7 Income from Investment in subsidiary							1.00
	8 Less: Excise Duties & Others (-)	0.00	0.00	0.00	0.00	0.00	0.00	0.00
B	<b>Expenditure</b>	<b>153.32</b>	<b>177.00</b>	<b>225.45</b>	<b>241.00</b>	<b>103.63</b>	<b>229.74</b>	<b>247.00</b>
	9 Salaries & Wages	35.92	46.58	65.07	55.00	31.50	68.00	70.00
	10 Repair & Maintenance	21.13	25.58	43.29	34.00	13.32	45.00	50.00
	11 Licence Fees to DoT	12.70	27.51	28.28	30.00	14.55	26.40	26.80
	12 Share to Railway	16.09	18.14	20.74	25.00	13.24	26.64	25.60
	13 Purchase of Protection/Internet Bandwidth	31.98	42.25	23.94	34.00	16.00	25.00	26.00
	14 Railway project Expenses	35.50	16.94	33.31	32.00	15.02	27.00	27.00
	15 Execution of other works	0.00	0.00	10.82	31.00	0.00	11.70	21.60
C	<b>Gross Operating Margin(A-B)</b>	<b>184.76</b>	<b>185.06</b>	<b>227.82</b>	<b>198.00</b>	<b>116.08</b>	<b>220.26</b>	<b>228.00</b>
	16 Intt on retained earnings	65.89	73.52	84.46	36.00	33.12	60.00	60.00
	17 Administrative Expenses	18.10	22.86	39.78	22.00	18.50	45.00	40.00
D	<b>EBITDA(C+16-17)</b>	<b>232.55</b>	<b>235.72</b>	<b>272.50</b>	<b>212.00</b>	<b>130.70</b>	<b>235.26</b>	<b>248.00</b>
	18 Depreciation	106.32	88.21	84.76	100.00	50.00	92.00	95.00
E	<b>Earning before Interest and Tax/EBIT(D-18)</b>	<b>126.23</b>	<b>147.51</b>	<b>187.74</b>	<b>112.00</b>	<b>80.70</b>	<b>143.26</b>	<b>153.00</b>
	19 Prior Period Adjustment/Extraordinary item	11.37	1.33	0.00	0.50	0.00	0.00	0.00
	20 Impairment/Others	4.01	0.00	0.00	0.00	0.00	0.00	0.00
	21 Interest on Loan	6.19	0.72	0.00	0.00	0.00	0.00	0.00
	22 Provision for Tax/FBT	18.81	29.94	30.98	12.24	10.93	20.00	25.00
	23 Provision for Arbitration Claim	0.00	0.00	0.00	0.00	0.00	0.00	1.00
	24 Provision for Doubtful Debts/Advances	0.00	3.93	18.83	2.00	0.00	15.00	8.00
F	<b>Net Profit (E-19 TO 24)</b>	<b>85.85</b>	<b>111.59</b>	<b>137.93</b>	<b>97.26</b>	<b>69.77</b>	<b>108.26</b>	<b>119.00</b>
	25 Dividend Paid	14.00	15.00	17.00	15.00	0.00	15.00	15.00
	26 Tax on Dividend	2.27	2.43	2.94	3.00	0.00	3.00	4.00
G	<b>Retained Profits (F-25-26)</b>	<b>69.58</b>	<b>94.16</b>	<b>117.99</b>	<b>79.26</b>	<b>69.77</b>	<b>90.26</b>	<b>100.00</b>
	No of Employees	359.00	490.00	490.00	600.00	550.00	600.00	600.00

**RAILTEL CORPORATION OF INDIA LIMITED**  
**BALANCE SHEET AS ON**

Annexure-III

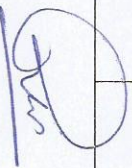

Rs in Crores

Particulars	2011-12	2012-13	2013-14	2014-15	2014-15	2014-15	2015-16
Sources of Funds	Actual	Actual	Actual	MOU Target	Upto 30.09.2014	Provisional As on 31.03.2015	MoU Target
<b>Share holders funds (a+b+c)</b>	<b>706.77</b>	<b>796.61</b>	<b>912.81</b>	<b>992.07</b>	<b>982.58</b>	<b>1003.07</b>	<b>1103.07</b>
(a) Paid up capital	320.94	320.94	320.94	320.94	320.94	320.94	320.94
(b) Share application money	4.32	0.00	0.00	0.00	0.00	0.00	0.00
(c) Reserves & Surplus	381.51	475.67	591.87	671.13	661.64	682.13	782.13
Term Loans	20.80	0.00	0.00	0.00	0.00	0.00	0.00
Deferred/Long Term Liability	1.26	0.28	0.00	0.90	0.00	0.00	0.00
<b>Total</b>	<b>728.82</b>	<b>796.88</b>	<b>912.81</b>	<b>992.97</b>	<b>982.58</b>	<b>1003.07</b>	<b>1103.07</b>
<b>Application of funds</b>							
Gross Block	938.35	983.45	1078.40	1200.00	1101.70	1328.40	1428.40
Less: Depreciation	338.18	425.63	511.29	611.29	561.29	603.29	698.29
Less:- Impairment	30.71	30.71	30.71	30.71	30.71	30.71	23.88
Net Block	<b>569.46</b>	<b>527.11</b>	<b>536.40</b>	<b>558.00</b>	<b>509.70</b>	<b>694.40</b>	<b>706.23</b>
Capital Work in Progress	32.96	27.22	60.15	67.00	143.35	150.00	100.00
Current Assets (a)	820.00	1109.84	1150.57	1250.00	1312.00	1200.00	1200.00
Loans & Advances (b)	228.04	256.65	306.30	250.00	196.00	300.00	300.00
Total Current Assets (a+b)	<b>1048.04</b>	<b>1366.49</b>	<b>1456.87</b>	<b>1500.00</b>	<b>1508.00</b>	<b>1500.00</b>	<b>1500.00</b>
Current Liabilities (a)	921.64	1123.94	1142.06	1150.00	1180.00	1345.00	1210.00
Net Current Assets	126.40	242.55	314.81	350.00	328.00	155.00	290.00
Depreciation on Assets expected to be capitalised	0.00	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
Deferred tax assets	0.00	0.00	1.45	0.00	1.53	3.67	6.84
Profit & Loss A/c (Dr Balance)	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Total (Net Block + CWIP + NCA)</b>	<b>728.82</b>	<b>796.88</b>	<b>912.81</b>	<b>975.00</b>	<b>982.58</b>	<b>1003.07</b>	<b>1103.07</b>

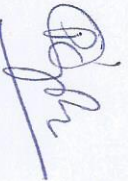
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Comparative chart of Non-Financial parameters of MOU for the year 2014-15 & 2015-16 of RailTel:

Sl. No.	Dynamic Parameter	Unit	MOU 2014-15		MOU 2015-16		Remarks
			Weight-age	MoU Target	Weight-age	MoU Target	
1.	Corporate Responsibility & Sustainability	Crore	3	2.06	3	2.3	2% of average 3 years' PAT as per Companies Act, 2013 has been kept for spending on CSR activities mainly in the area of providing broadband connectivity to rural panchayats etc.
2.	Research & Development						
(a)	Funding of Centre for Excellence (TCOE) with IIT Roorkee	Date/Crore	2	Feb-15	2	1.00	After the receipt of detailed Report on the setting up of the Centre for Excellence from IIT, Roorkee, the same would be examined by RailTel and if found feasible, the funding would commence from the financial year 2015-16 onwards to reach the target level of Rs. 2.5 crores being the total expected cost of the project.
3.	Initiative for growth:						
(a)	Total new business value	Crore	4	45	4	50	To continue to maintain momentum in business activities, increase in volume of business has been contemplated.
(b)	Number of Customers on Railwire business	Date	4	25,000	3	30,000	Increase in targeted customers with network reliability and strengthening of customers' service.
(c)	Corporate/ Strategic Plan - Preparation/ determination/ identification of objectives/ goals	Date	3	Jan-15	NA	NA	
(d)	Implementation of Risk Management including risk identification & mitigation	Date	NA	NA	2	Dec-15	Risk Management Policy already adopted and implemented. Maintenance of registers getting started duly indicating the risk in each of the activity involved in business enterprise.

(e)	Empanelment of System Integrater / Channel Partner	Date	NA	NA	2	Jan-16	Involvement of more numbers on SI/CP is envisaged to enhance the business activities in the area of VPN, Telepresence and Data-network services etc.
<b>4. Project Management &amp; Implementation</b>							
(a)	Creating of OFC infrastructure for NOFN project						
(i)	Fibre connectivity to Gram Panchayats	No. of GPs	4	4500	2	4000	To continue to carry out the existing works of laying incremental fibre in specified states to extend the existing OFC network upto district/block HQ's level to the Gram Panchayat level and to commence the balance work with a view to complete the same as per the target set up by BBNL to facilitate implementation of programme of "Digital India".
(b)	Setting up of Central NOC	Date	2	Jan-15	NA	NA	
(c)	Provision of NOC for RailTel	Date	NA	NA	2	Jan-16	Central NOC at Shastri Park, Delhi has been envisaged and is targeted to be completed during 2015-16 to facilitate coordinated effort on Pan India basis within RailTel /Railways.
(d)	Capital increase for capacity enhancement and for increasing reach works.	Crore	4	150	2	100	Continued work on capacity enhancement and for increasing reach would be carried out by the Company during 2015-16 as well.
(e)	Setting up of Project Monitoring unit	Time	NA	NA	2	Aug-15	The Company envisages setting up of PMU during the year to facilitate itself to keep a better control on execution.
<b>5. Productivity &amp; Internal Process</b>							
(a)	Availability of circuit for lease lines with 99.5% uptime	%	4	95%	2	95%	To benchmark against the other competitors /suppliers
(b)	Measures taken to increase efficiency and productivity -	Date	4	Jan-15	NA	NA	

	Roll out of two modules of ERP - SCM (procurement) & Operations										
(c)	Availability of data network with 99.5% uptime	%	NA	NA	2	95%	With the setting up of Data Center, the facility has to be made available to make use of the same by the potential customers.				
6.	<b>Technology, Innovative Practices</b>										
(a)	Implementation of MPLS/PTN at PoPs	Nos.	6	18	2	200	On completion of trial the facility of qualitative improvement on POP locations would be enhanced.				
(b)	ERP implementation										
(i)	Supply Chain Module	Date	NA	NA	2	Dec-15	After implementation of two phases in ERP, thrust has to be laid down on Supply Chain Module improve the competitiveness of enterprises and this would also strength the internal processes.				
(ii)	Training Module	Date	NA	NA	2	Dec-15	To facilitate developing skill sets and as a part of digitalization of transparency process, such training has been felt to be initiated.				
(c)	Building of IT Team in RailTel	Date	NA	NA	2	Dec-15	With the infrastructure including Data Center, such team for IT works has been proposed to be developed exclusively with a view to transparency processes in conformity with public procurement system.				
7.	<b>Human Resources</b>										
	Human Management										
	Training to personnel	%	5	18	4	18	To improve HR potential and organizational human resource capabilities				
8.	<b>Sector Specific Parameter</b>										
(a)	Creation of IT Infrastructure (for RailTel's use)	Date	2	Mar-15	NA	NA					
(b)	W-Fi at Railway Stations	Nos	NA	NA	4	15	Out of total 75 nos. of Class 1 stations, as				





							awarded by Ministry, 15 nos. have been targeted to be completed during the year 2015-16.
(c)	NKN Augmentation (Total Capacity)	Capacity	3	200G	3	230G	To achieve the targets set by NIC.
(d)	Implementation of Integrity Pact	Date	NA	NA	1	Aug-15	To improve transparency and to ensure CVC guidelines.
(e)	Recovery of outstanding debtors						
(i)	Exceeding one year	%	NA	NA	1	20%	As a continuous process to recover debts
(ii)	Less than one year	%	NA	NA	1	50%	With thrust on number of receiveables.





Annexure-VII



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**Self-declaration/certification by CPSE**

It is certified that the targets and actual achievements in respect of financial parameters have been worked out as per MoU Guidelines by adopting the norms and definitions laid down in MoU Guidelines for the year 2015-16. In case, any deviation is found at the time of appraisal of performance, DPE is free to evaluate as per MoU Guidelines. CPSE has no right of claim in his regard.

**For RailTel Corporation of India Ltd.**



*N.K. Gupta*

**N.K. Gupta**  
**Director(Finance)**

26<sup>th</sup> November, 2014

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रेलटेल कॉर्पोरेशन ऑफ इण्डिया लिमिटेड (भारत सरकार का उपक्रम)  
RailTel Corporation of India Ltd. (A Government of India Undertaking)

CIN : U64202DL2000GOI107905

Corporate Office : 143, Institutional Area, Sector-44, Gurgaon - 122 003, NCR (India), T : +91 124 2714000, F +91 124 4236084  
Regd. Office : 10th Floor, Bank of Baroda Building, 16, Parliament Street, New Delhi - 110001  
Website : www.railtelindia.com



रेलटेल  
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**Annexure VIII**

**Self-declaration for Compliance of Directives of Government & Regulators**

It is hereby certified that the CPSE has complied all the directives of government and requirements of regulators. In case, any deviation is found at the time of appraisal of performance, DPE is free to evaluate as per Guidelines, directives issued by the government/regulators. CPSE has no right of claim in this regard.

**For RailTel Corporation of India Ltd.**



न.क. गुप्ता

**N.K. Gupta  
Director(Finance)**

26<sup>th</sup> November, 2014

रेलटेल कॉर्पोरेशन ऑफ इण्डिया लिमिटेड (भारत सरकार का उपक्रम)  
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