



*Memorandum of Understanding*  
*between*  
*Ministry of Petroleum and Natural Gas*  
*&*  
*GAIL (India) Ltd.*  
*FY 2021-22*



**GAIL (India) Ltd. (Consolidated) – MoU 2021-22**

S. No.	Parameter	Unit	Weightage	Target
1	Revenue from Operations	Rs. In Cr.	5	72287
2	Asset Turnover Ratio	%	5	106.01
3	EBITDA as a percentage of Revenue	%	10	19.93
4	Return on Net Worth	%	10	21.68
5	Return on Capital Employed	%	5	23.45
6	Market capitalization - Share price improvement over BSE Oil & Gas Index*	%	15	5
7	Production Gas Marketing	MMSCMD	20	102.12
8	CAPEX	Rs. In Cr.	15	6111
9	CAPEX achievement till end of 3rd quarter	Rs. In Cr.	3	5500
10	Expenditure on R&D/ Innovations Initiatives as % of PBT	%	2	2
11	Increase in Gas Transmission over previous year	%	10	10
			<b>Total</b>	<b>100</b>

\* DPE communicated separately for this target vide OM F.No. M-03/0003/2020-DPE (MoU) dtd. 27<sup>th</sup> January 2022. The marks will be assigned proportionately based on the achievement by the CPSE and the clause of zero marks below 50% achievement will not be applicable for market capitalization parameter.

**Notes:**

- The targets are based on audited accounts for the FY-2020-21.

- Vision provided by the administrative Ministry is also considered for Benchmarking.
- The target for Gas marketing includes the target for GAIL's subsidiary (CGD) as well.
- CAPEX targets of CPSEs - As per Budget Document of Union Govt. (Statement 26).
- Target for Expenditure on R&D/Innovations Initiatives is based on PBT of FY 2021-22 and achievement to be confirmed based on Annual Report of CPSE for FY2021-22.
- Proportionate marks for achievement of 50% to 100% Targets - Applicable to all except for parameter on CAPEX achievement by 3rd Quarter.
- For all parameters, no marks for achievement below 50.00% of Targets except for parameter on Market capitalisation.
- In working out achievements for FY 2021-22, quantified qualifications of CAG/ Statutory Auditors to be adjusted in case of overstatement of Revenue/Profit/ Surplus or understatement of Loss/ Deficit.



**Manoj Jain**  
CMD  
GAIL (India) Ltd.



**Pankaj Jain**  
Secretary  
MoP&NG

.....<sup>4<sup>th</sup></sup>....., March, 2022

**Compliance parameters for 2021-22**

S. No.	Parameter	Marks	Source/ Verification
1	25% of Total Procurement From GeM portal: (Procurement of goods and services through GeM portal during the year as per GeM)/(Total procurement of goods and services during the previous year as per Sambandh portal)*100	-2	Administrative Ministry on the basis of GeM portal and Sambandh portal
2	DPE guidelines on select matters i) Pay Revision guidelines and review of profitability of CPSEs for pay revision ii) Expenditure Management Economy Measures and Rationalisation of Expenditure iii) Guidelines on Accessible India Campaign (Sugama Bharat Abhiyan) iv) Guidelines on implementation of the Apprenticeship Act,1961 v) Guidelines issued from time to time on CSR expenditure by CPSEs.	-2	Administrative Ministry on the basis of CAG Reports etc.
3	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)
4	Target as given by DIPAM/ NITI Aayog: i. Dividend Payout ii. Asset Monetization Milestones iii. Specific disinvestment Milestones	-2	Administrative Ministry on the basis confirmation from DIPAM/ NITI Aayog
5	Procurement and timely payment to Micro Small and Medium Enterprises (25% of Procurement of goods or services through MSEs (including 4% from SC/ST MSEs and 3% from Women MSEs) during the year as per Samband Portal)/ (Total procurement of goods and services during the year as per Samband Portal)	-2	Administrative Ministry on the basis of Sambandh portal
6	Steps and initiative taken for Health & Safety improvement of Human Resources in CPSEs (Target to be prescribed by the Administrative Ministry)	-1	Confirmation by the administrative Ministry