



Memorandum of Understanding
between
Ministry of Petroleum and Natural Gas
&
GAIL (India) Ltd.
FY 2022-23



GAIL (India) Ltd. (Consolidated) – MoU 2022-23

S. No.	Name of Parameter	Unit	Weightage	Target 2022-23
1	Revenue from Operations	Rs. in Cr.	10	108904
2	Gas Marketing	MMSCMD	13	105
3	Gas Transmission	MMSCMD	10	115
4	CAPEX	Rs. in Cr.	10	7500
5	EBITDA as a percentage of Revenue	%	3	20.50
6	Return on Capital Employed	%	3	22.29
7	Asset Turnover Ratio	%	12	106.01
8	Acceptance/ Rejection of Invoices of Goods & Services through TReDS Portal	%	5	100
9	Procurement from GeM as % of total procurement	%	2	25
10	Expenditure on R&D/ Innovations Initiatives as % of PBT	%	5	2.00
11	Total Return to Shareholders (over BSE 500 Index)	%	15	0.00
12	No. of CNG Stations	Nos.	6	350
13	No. of PNG Connections	Nos. in lakh	3	10
14	CBG sale per volume under CBG-CGD synchronization scheme	TPA	3	3500
		Total	100	


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 Asset Monetization Milestones	-1	Administrative Ministry on the basis 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

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 Budget Document of Union Govt. (Statement 26).
- Target for Expenditure on R&D/Innovations Initiatives is based on PBT of FY 2022-23 and achievement to be confirmed based on Annual Report of CPSE.
- Achievement of Physical Parameters to be confirmed based on Annual report of CPSE.
- Proportionate marks for achievement of 50% to 100% Targets except for the parameter on TRS.
- No marks for achievement below 50.00% of Targets.


Sandeep Kumar Gupta
C&MD
GAIL (India) Ltd.


Pankaj Jain
Secretary
MoP&NG

23rd December, 2022