
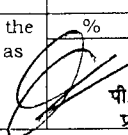


Bengal Chemicals & Pharmaceuticals Ltd.
FORM - I (Applicable for All CPSEs except CPSEs Under Closure/Under Construction)

PART - A.

Sl. No.	Particulars	Unit	Wt.	MOU Targets 2016-17				
				Excellent	Very Good	Good	Fair	Poor
(i)	Capacity Utilization:							
	Division-I (Chemicals)	%	1	64	52	60	58	56
	Division-II (Pharmaceuticals)							
	Tablets	%	3	70	69	68	67	66
	Capsules	%	3	40	39	38	37	36
	Division-III (Home Products)	%	3	40.00	39.50	39.00	38.50	38.00
(ii)	Efficiency Parameters (Physical operations)							
	(A) Production Efficiency:							
	Estimation of liabilities towards employees at 2007 notional pay scale as on 01.10.2016 and forward the same to Administrative Ministry	Date	10	15.10.16	31.10.16	15.11.16	30.11.16	15.12.16
	(B) Technology Up-gradation:							
	Technology regarding development of Dry Powder Injection at Maniktala Factory	Date	5	31.01.17	15.02.17	28.02.17	15.03.17	31.03.17
(iii)	Leveraging Net Worth:							
	Preparation of computerised inventory of all assets (movable & immovable patents trademarks etc) and their valuation. In case of land valuation as per acquisition rate and circle rate alongwith the details of leasehold and freehold land, FAR, approved land use, etc and forwarding the same to Administrative Ministry	Date	15	15.10.16	31.10.16	15.11.16	30.11.16	15.12.16
(iv)	Monitoring Parameter:							
	Reduction in trade receivables of over 6 months over previous year	%	5	25	20	15	10	5
(v)	Turnover for Operations-Revenue from Operations-(Net of Excise Duty)-Rs. in Crore							
	Revenue from operations (net of excise duty)	Rs.	15	90	89	88	85	80
(vi)	Operating Profit/Surplus:							
	Reduction in Loss (excluding other income, Extraordinary and exceptional items) over previous year	%	10	100	25	20	15	10
(vii)	Early signs of weakness: Claims against the company not acknowledged as debt:							
	Reduction in claims against the company not acknowledged as debt"others" except Central/State Govt.	%	5	10	8	6	4	2

MoU 2016-17
Approved by IMC
 Signed 

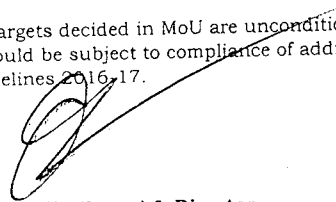

 पी. एम. चन्द्राiah / P. M. Chandraiah
 प्रबंध निदेशक / Managing Director
 बंगाल केमिकल्स एण्ड फार्मास्यूटिकल्स लि.
 Bengal Chemicals & Pharmaceuticals Ltd.
 (भारत सरकार का एक उपक्रम)
 (Government of India Enterprise)


(viii)	A. Marketing efficiency ratios:							
	Number of days of inventory of finished goods and Work-in-progress to Sale of Products	Days	5	31	40	45	50	55
	B. Marketing efficiency ratios							
	Trade Receivables as percentage(%) of Revenue from Operations(Gross)	%	5	25	27	30	32	34
(ix)	Return on Investment:							
	Reduction in total expenses as a % of revenue from operations (Net) over previous year	%	10	5	4	3	2	1
	Submission of proposal for revival/closure/divestment as per DPE guidelines duly approved by the Board & forwarding the same to the Administrative Ministry	Date	5	30.09.16	07.10.16	14.10.16	21.10.16	28.10.16
	Total		100					

1. At the time of MoU Evaluation, wherever the figures are not verifiable from the Annual Report, verification of the same would be done on the basis of certification by way of resolution from Board of Directors.

2. It was agreed that the targets proposed by the CPSE are based on estimates submitted by the Bengal Chemicals & Pharmaceuticals Ltd (BCPL) for FY2015-16. In case of better performance, the difference between actual achievement for the year 2015-16 and estimates submitted by the Bengal Chemicals & Pharmaceuticals Ltd (BCPL), shall be added to the targets of 2016-17.

3. It was agreed that targets decided in MoU are unconditional and no offset will be allowed in any condition. Further evaluation would be subject to compliance of additional eligibility criteria as contained in para 14.2 and 14.3 of MoU guidelines 2016-17.


Managing Director (Addl. Charge) & Director
Bengal Chemicals & Pharmaceuticals


Secretary
Department of Pharmaceuticals
Govt. of India

पी. एम. चन्द्राया / P. M. Chandraiah
प्रबंध निदेशक / Managing Director
बंगाल केमिकल्स एण्ड फार्मास्यूटिकल्स लि.
Bengal Chemicals & Pharmaceuticals Ltd.
(भारत सरकार का एक उपक्रम)
(A Government of India Enterprise)
6, गणेश चंद्र एवेन्यू, कोलकाता-700013
6, Ganesh Chunder Avenue, Kolkata-700013

MoU 2016-17
Approved by IMC

Signed 