

# **Memorandum of Understanding 2020-21**

**between**

**Ministry of New and Renewable  
Energy,  
Government of India**

**and**

**Solar Energy Corporation of  
India Ltd.**



**Government of India  
Ministry of New and Renewable Energy**

**Renewable Energy is Green, Clean and Sustainable**



### Brief about the CPSE

|    |                                                                                                                      |                                                                       |                                                                                                                                                                                                                                                                                                                                                                                                             |                               |
|----|----------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------|
| 1. | Name of the CPSE                                                                                                     |                                                                       | Solar Energy Corporation of India Limited                                                                                                                                                                                                                                                                                                                                                                   |                               |
| 2. | Status (Please tick): As per DPE guidelines                                                                          |                                                                       | None                                                                                                                                                                                                                                                                                                                                                                                                        |                               |
| 3. | Reasons of Sickness, if applicable                                                                                   |                                                                       | Not Applicable                                                                                                                                                                                                                                                                                                                                                                                              |                               |
| 4. | Whether registered with BIFR, If yes, details                                                                        |                                                                       | No                                                                                                                                                                                                                                                                                                                                                                                                          |                               |
| 5. | Schedule of the CPSE (Please tick)                                                                                   |                                                                       | A                                                                                                                                                                                                                                                                                                                                                                                                           |                               |
| 6. | Purpose for which CPSE has been setup and the main business now                                                      |                                                                       | <p>The Main Objectives of the Company are:</p> <ul style="list-style-type: none"> <li>• Implementation of Central Government schemes for Renewable Energy (RE) projects;</li> <li>• Implementation of Central Government schemes for Renewable Energy parks;</li> <li>• Development of RE projects;</li> <li>• Commercialization of new technologies;</li> <li>• Undertaking trading of RE power</li> </ul> |                               |
| 7. | Number and Name of subsidiary companies along with amount invested and share in its profit during last five years    |                                                                       | Separate sheet may be attached, if more than one subsidiary. Information may be separately given in respect of each subsidiary and aggregated (consolidated) also.                                                                                                                                                                                                                                          |                               |
|    | Year                                                                                                                 | Name of subsidiary                                                    | Amount invested (Rs. Cr.)                                                                                                                                                                                                                                                                                                                                                                                   | Share in its profit (Rs.)     |
|    | 2015-16                                                                                                              | Nil                                                                   | NA                                                                                                                                                                                                                                                                                                                                                                                                          | NA                            |
|    | 2016-17                                                                                                              | Nil                                                                   | NA                                                                                                                                                                                                                                                                                                                                                                                                          | NA                            |
|    | 2017-18                                                                                                              | Nil                                                                   | NA                                                                                                                                                                                                                                                                                                                                                                                                          | NA                            |
|    | 2018-19                                                                                                              | Nil                                                                   | NA                                                                                                                                                                                                                                                                                                                                                                                                          | NA                            |
| 8. | Number and Name of Joint Venture companies along with amount invested and share in its profit during last five years |                                                                       | Separate sheet may be attached, if more than one Joint Venture. Information may be separately given in respect of each Joint Venture and aggregated (consolidated) also.                                                                                                                                                                                                                                    |                               |
|    | Year                                                                                                                 | Name of Joint Venture                                                 | Amount invested (Rs. Cr.)                                                                                                                                                                                                                                                                                                                                                                                   | Share in its profit (Rs. Cr.) |
|    | 2015-16                                                                                                              | 1. Andhra Pradesh Solar Power Development Corporation Private Limited | 0.05                                                                                                                                                                                                                                                                                                                                                                                                        | Nil                           |

|  |         |                                                                       |      |        |
|--|---------|-----------------------------------------------------------------------|------|--------|
|  |         | 2. Karnataka Solar Power Development Corporation Limited              | 0.50 | Nil    |
|  |         | 3. Rewa Ultra Mega Solar Limited                                      | 1.00 | Nil    |
|  |         | 4. Lucknow Solar Power Development Corporation Limited                | 0.50 | Nil    |
|  |         | 5. Renewable Power Corporation of Kerala Ltd.                         | 0.50 | Nil    |
|  | 2016-17 | 1. Andhra Pradesh Solar Power Development Corporation Private Limited | 0.05 | (1.04) |
|  |         | 2. Karnataka Solar Power Development Corporation Limited              | 0.50 | -      |
|  |         | 3. Rewa Ultra Mega Solar Limited                                      | 1.00 | -      |
|  |         | 4. Lucknow Solar Power Development Corporation Limited                | 0.50 | -      |
|  |         | 5. Renewable Power Corporation of Kerala Ltd.                         | 0.50 | -      |
|  |         | 6. Himachal Renewables Ltd.                                           | 0.25 | -      |
|  | 2017-18 | 1. Andhra Pradesh Solar Power Development Corporation Private Limited | 0.05 | 17.75  |

|         |                                          |                                                                       |                |        |
|---------|------------------------------------------|-----------------------------------------------------------------------|----------------|--------|
|         |                                          | 2. Karnataka Solar Power Development Corporation Limited              | 0.50           | (0.50) |
|         |                                          | 3. Rewa Ultra Mega Solar Limited                                      | 1.00           | 1.82   |
|         |                                          | 4. Lucknow Solar Power Development Corporation Limited                | 0.50           | 0.05   |
|         |                                          | 5. Renewable Power Corporation of Kerala Ltd.                         | 0.50           | 0.05   |
|         |                                          | 6. Himachal Renewables Ltd.                                           | 0.25           | -      |
| 2018-19 |                                          | 1. Andhra Pradesh Solar Power Development Corporation Private Limited | 0.05           | 28.37  |
|         |                                          | 2. Karnataka Solar Power Development Corporation Limited              | 0.50           | 14.27  |
|         |                                          | 3. Rewa Ultra Mega Solar Limited                                      | 1.00           | 7.19   |
|         |                                          | 4. Lucknow Solar Power Development Corporation Limited                | 0.50           | 0.84   |
|         |                                          | 5. Renewable Power Corporation of Kerala Ltd.                         | 0.50           | 0.39   |
|         |                                          | 6. Himachal Renewables Ltd.                                           | 0.25           | (0.04) |
| 9.      | Details of revival plan approved earlier |                                                                       | Not Applicable |        |



MoU Parameters for the year 2020-21

| S. No. | Performance criteria                                                                                                                                                              | Unit    | Marks | 2019-20 Estimate | Best in 5 years | MoU target for the year 2020-21 |             |          |          |          | % Improvement* |
|--------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------|-------|------------------|-----------------|---------------------------------|-------------|----------|----------|----------|----------------|
|        |                                                                                                                                                                                   |         |       |                  |                 | Excellent 100%                  | V. good 80% | Good 60% | Fair 40% | Poor 20% |                |
| 1      | Revenue from Operations (Net of Excise Duty)                                                                                                                                      | Rs. Cr. | 10    | 4626             | 3235            | 5100                            | 4626        | 4200     | 4000     | 3800     | 0.00%          |
| 2      | Operating Profit as a percentage of revenue from operations (Net)                                                                                                                 | %       | 20    | 4.34             | 27.95           | 6.00                            | 4.35        | 4.00     | 3.75     | 3.50     | 0.23%          |
| 3      | PAT as percentage of Average Net Worth                                                                                                                                            | %       | 20    | 28.41            | 25.86           | 28.50                           | 25.86       | 23.00    | 21.00    | 19.00    | -8.98%         |
| 4      | Trading of Renewable power                                                                                                                                                        | MU      | 10    | 11549            | 6841            | 14500                           | 12500       | 11500    | 10500    | 9500     | 8.23%          |
| 5      | CAPEX                                                                                                                                                                             | Rs. Cr  | 6     | -                | -               | 375                             | 340         | 320      | 300      | 280      | -              |
| 6      | Percentage of Value of CAPEX contracts/ projects running/ completed during the year without time/cost overrun to total value of CAPEX contracts running/completed during the year | %       | 3     | -                | -               | 100                             | 95          | 90       | 85       | 80       | -              |

|    |                                                                                                                                                               |             |    |       |      |       |       |       |       |       |        |
|----|---------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------|----|-------|------|-------|-------|-------|-------|-------|--------|
| 7  | Trade receivables (net) as number of days of revenue from operations                                                                                          | No. of Days | 5  | 93    | 40   | 40    | 75    | 95    | 105   | 125   | 19.35% |
| 8  | Percentage of procurement of goods and services through GeM portal to total domestic procurement of goods & services during the previous year i.e. FY 2019-20 | %           | 5  | -     | -    | 50    | 45    | 40    | 35    | 30    | -      |
| 9  | Completion of milestones of clients orders/ agreements without time overrun in respect of PMC projects                                                        | %           | 10 | -     | -    | 100   | 95    | 90    | 85    | 80    | -      |
| 10 | Award of works for innovative technology projects                                                                                                             | MW          | 5  | -     | -    | 400   | 350   | 300   | 250   | 200   | -      |
| 11 | Award of work for RE projects                                                                                                                                 | MW          | 6  | 13306 | 9669 | 13500 | 13300 | 12000 | 11000 | 10000 | -0.05% |

**Notes:**

1. In working out achievements for the year, quantified qualifications of CAG/statutory auditors would be adjusted in case of overstatement of revenue/profit/surplus or understatement of loss/deficit in addition to negative marks prescribed in MoU guidelines.

2. Adjustment would be made in the targets in case of improvement in actual performance over the estimated performance in the base year (2019-20) as per MoU guidelines.
3. Targets decided are unconditional and no offset will be allowed on any ground. Further evaluation would be subject to compliance of additional eligibility criteria as contained in MoU guidelines.

*Jatindra Nath Swain*

Jatindra Nath Swain  
Chairman & Managing Director  
Solar Energy Corporation of India Limited

*ISC*  
*5/11/2020*

Indu Shekhar Chaturvedi  
Secretary  
Ministry of New and Renewable Energy

Place: New Delhi

Date: *05.11.2020*

**PART A Trend Analysis**

| S.No. | Financial Performance Criteria         | Unit      | Target vs Actual | 2014-15 | 2015-16 | 2016-17 | 2017-18 | 2018-19 | Current Year (2019-20)  |                        |
|-------|----------------------------------------|-----------|------------------|---------|---------|---------|---------|---------|-------------------------|------------------------|
|       |                                        |           |                  |         |         |         |         |         | Actual up to Sept. 2019 | Actual up to 31.3.2020 |
| 1     | Revenue from operations-Gross          | Rs. Crore | Actual           | 38      | 574     | 785     | 1158    | 3235.13 | 2187.70                 | 4625.72                |
|       | Revenue from operations-Net            |           | Actual           | 38      | 574     | 785     | 1158    | 3235    | 2187.70                 | 4625.72                |
|       |                                        |           | MoU              | -       | -       | 650     | 1400    | 2600    | -                       | 3800                   |
| 2     | a. Profit Before tax                   | Rs. Crore | Actual           | 11.92   | 32.47   | 72.78   | 101.74  | 200.49  | 116.29                  | 232.65                 |
|       | b. Other Incomes                       |           | Actual           | 2.5     | 5.22    | 12.97   | 17.73   | 29.14   | 9.35                    | 32.02                  |
|       | c. Extraordinary & Exceptional Items   |           | Actual           | 1.07    | 0       | 6.49    | -       | -       | -                       | -                      |
|       | d. Prior Period Items                  |           | Actual           | 0.02    | 0.37    | 0       | -       | -       | -                       | -                      |
|       | e. Operating profit/Loss (a-b+/-c+/-d) |           | Actual           | 10.51   | 27.62   | 66.30   | 84.01   | 171.35  | 106.94                  | 200.64                 |
| 3     | a. PAT                                 | Rs. Crore | MoU              | -       | -       | 50      | -       | -       | -                       | -                      |
|       | b. Net Worth at year End               |           |                  | 10.6    | 19.1    | 46.50   | 64.72   | 129.40  | 81.61                   | 178.94                 |
|       | c. Average Networkth                   |           |                  | 104     | 221.15  | 368.31  | 436.84  | 563.95  | 629.97                  | 695.72                 |
|       |                                        |           |                  | 68.03   | 162.58  | 300.45  | 397.44  | 500.40  | 596.96                  | 629.84                 |



|                          |   |        |        |       |       |       |        |        |        |
|--------------------------|---|--------|--------|-------|-------|-------|--------|--------|--------|
| d. PAT/Avg. Networth     | % | Actual | 15.58  | 11.75 | 15.48 | 16.28 | 25.86  | 27.34  | 28.41  |
|                          |   | MoU    | -      | -     | 10.00 | 14.50 | 15.00  | -      | 25     |
| e. Paid-up Share Capital |   |        | 103.35 | 204   | 304   | 354   | 354    | 354    | 354    |
| f. GoI Share             | % |        | 100    | 100   | 100   | 100   | 100    | 100    | 100    |
| g. Reserve and Surplus   |   |        | 0.65   | 17.15 | 64.31 | 82.84 | 209.95 | 275.97 | 341.72 |

**Part-B TREND Analysis**

| Sl. No. | Financial Performance Criteria                                                                                                                                                     | Unit    | Target v/s Actual | 2014-15 | 2015-16 | 2016-17 | 2017-18 | 2018-19 | Current Year (2019-20) |                        |  |
|---------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------|-------------------|---------|---------|---------|---------|---------|------------------------|------------------------|--|
|         |                                                                                                                                                                                    |         |                   |         |         |         |         |         | Actual upto Sept, 2019 | Actual up to 31.3.2020 |  |
| 1       | Capacity utilisation/ production/ generation/ transmission etc.                                                                                                                    |         |                   |         |         |         |         |         |                        |                        |  |
|         | Trading of Renewable Power                                                                                                                                                         | MU      | Actual            | 13.65   | 954     | 1242    | 2097    | 6840.83 | 5389                   | 11549                  |  |
|         |                                                                                                                                                                                    |         | MoU               | -       | -       | 1000    | 2400    | 5300    | -                      | 8400                   |  |
| 2       | New Orders received during the year                                                                                                                                                |         |                   |         |         |         |         |         |                        |                        |  |
|         | Issue of LoA for RE projects                                                                                                                                                       | MW      | Actual            | 37.50   | 589.5   | 3127    | 5791.66 | 9669    | 6102                   | 13306                  |  |
| 3       | Completion of milestones of client's orders/ agreements without time overrun                                                                                                       |         |                   |         |         |         |         |         |                        |                        |  |
|         | Completion of milestones of client's orders/ agreements without time overrun in respect of PMC projects                                                                            | %       | Actual            | -       | 100     | 100     | 100     | 100     | 100                    | 100                    |  |
|         |                                                                                                                                                                                    |         | MoU               | -       | -       | 100     | 100     | 100     | -                      | 100                    |  |
| 4       | CAPEX                                                                                                                                                                              | Rs. Cr. | Actual            | 44.67   | 86.19   | 71.14   | 9.19    | 55.88   | 3.50                   | 26.87                  |  |
|         |                                                                                                                                                                                    |         | MoU               | -       | -       | -       | -       | 160     | -                      | 300                    |  |
| 5       | Percentage of Value of CAPEX contracts/ projects running/ completed during the year without time/cost overrun to total value of CAPEX contracts running/ completed during the year | %       | Actual            | -       | -       | -       | -       | 92.55   | -                      | 71                     |  |
|         |                                                                                                                                                                                    |         | MoU               | -       | -       | -       | -       | 100     | -                      | 100                    |  |
| 6       | Trade Receivables (Net)                                                                                                                                                            | Rs. Cr. | Actual            | 10.04   | 134.36  | 102.04  | 125.99  | 708.25  | 1214.73                | 1173.52                |  |
|         |                                                                                                                                                                                    |         | Actual            | 97      | 85      | 52      | 40      | 80      | 203                    | 93                     |  |
| 7       | Trade receivables (Net) as number of days of RO (gross)                                                                                                                            | Days    | MoU               | -       | -       | -       | 60      | 45      | -                      | 60                     |  |

\* Number of Days has been calculated on annualised basis.