

Letter of Expression of Interest

Dated:24.12.2020

To,
Materials Manager,
Haffkine Bio-Pharmaceutical Corp.Ltd.(HBPCL)
Acharya Donde Marg,Parel,Mumbai-400012
India

Attention: Mr.B G Dhekane
Email:mm@vaccinehaffkine.com

Sub : Expression of Interest (EoI) for Appointment of Business Advisory

Dear Sir,

With reference to your notice inviting submission of Expression of Interest dated [*date of advertisement*] published in [*name of publication*] (“**Notice for EoI**”), [we/ we (on behalf of the consortium comprising [*names of parties in consortium*] (“**Consortium**”)**)] hereby submit this Expression of Interest, with the requested information in Appendices 1 to 3 attached, [and, in addition, we have provided further information in Appendix 4 which we believe would be relevant for this EoI.^{!!}] for the captioned EoI . We submit this application under and in accordance with the terms of the Notice for EOI. [We have been duly authorised by the members of the Consortium to submit this EoI on behalf of the Consortium and to correspond with, and receive communication from, the Authority.^{##}]

[We/ We (on behalf of the Consortium)**]

1. acknowledge that the HBPCL is acting (collectively the “**Authority**”) will be relying on the documents and information provided in this EoI and confirm that the documents and information provided with this EoI are true and accurate;
2. shall make available to the Authority any additional information it may consider necessary or require to supplement this EoI;
3. acknowledge that the Authority may cancel the process at any time without assigning any reason and that the Authority is not obliged to invite any applicant to bid for the EoI , without incurring any liability to the Applicant;
4. declare that [we/ any member of the Consortium**], directly or through any of the respective group companies, have not submitted an expression of interest in response to the Notice for EoI, nor are we a member of any other consortium that has submitted an expression of interest in response to the Notice for EoI;
5. hereby irrevocably waive, to the extent permitted by applicable law, any right or remedy which we may have at any stage at law or howsoever otherwise arising, to challenge or question any decision taken by the Authority in connection with the bidding process, including the entities to be invited to participate in the in the bidding process for the EoI;

6. agree with the terms stated in the Notice for EoI ; and
7. acknowledge that this letter is not our offer in relation to the EoI.

All the members of the Consortium are bound by the terms of this EoI.

Yours faithfully,

[Signature, Name and Designation of the Authorized Signatory]

[!]: This is optional. Please delete if no further information (like literature about the applicant entity or members of the consortium) is being provided.]

[#: Please remove this if not applying as a Consortium.]

[*]: Please delete as appropriate.]

Appendix-2

1. Cash accruals details of the sole Applicant/ Members of the Consortium

Name of sole Applicant/ Members of Consortium	Net Cash Accruals (Rupees in million)			Average Net Cash Accruals during the last 3 years
	2017-18	2018-19	2019-20	

2. Details of net-worth of sole Applicant/ Members of Consortium

Name of sole Applicant/ Members of Consortium	Net-worth as on[] based on the last audited financial statements(Rupees in Million)

Instructions:

1. Copies of the audited financial statements (Balance Sheet, Profit & Loss Statement etc.) to support the above information relating to the Applicant/each member of the Consortium should be attached.
2. Net Cash Accruals shall mean Profit After Tax +Depreciation.
3. Net Worth shall mean (subscribed and paid-up share capital + free reserves) less (revaluation reserves + miscellaneous expenditure not written off).
4. In case the amounts required to be specified above are not in Indian Rupees, please convert other currencies into Indian Rupees using the most recent exchange rate available and specify such exchange rate in your submissions.

Appendix-3

Details of business advisory work done or are being done by the Applicant/ Members of Consortium

1. Details of experience in business advisory work :

Name of the entity implementing the work

Name of the Product	Role of Applicant/ Member of Consortium [#]	Estimated Turnover (Rupees in Million)	Status of Work

#: Work done completely by sole applicant or partly work done with some other company

Instructions:

- Please fill up above table for the Applicant/ each member of Consortium.
- In case of sole Applicant, please do not provide information of more than [5] products and in case of Consortium please do not provide details of more than [10] products undertaken or being undertaken collectively by all the Member of the Consortium.
- In case the estimated turnover costs are not in Indian Rupees, please convert the amount into Indian Rupees using the most recent exchange rate available and specify such exchange rate in your submissions.
- Please apply for expression of interest within 15 days from the date of publishing this advertisement.**

Scope of work :

- To identify product segment that the corporation can venture into given the existing infrastructure and available manpower.
- To suggest infrastructure changes and additional manpower requirements with specifics in order to undertake a designed project.
- To assess the current financial capabilities for funding such a project and to also evaluate and explore the possibility of utilizing borrowed capital and the resultant incremental cost thereof.
- To thoroughly examine and report whether the existing infrastructure can effectively sustain the introduction of newer products into the existing product portfolio.
- Market segmentation and product positioning.
- Product prospect selection.
- Financial outlay.
- Market actualization.
- Future business plan.
- Identification of growth & investment area.

Appendix-4

[Note: This appendix may be used if the applicant or Consortium would like to provide any additional information it considers relevant to the EOI or Terms and conditions offered by applicant company.]