

Amendment No.3

June 1, 2018

Sub: Amendment to the Notice Inviting Expression of Interest from Interested Business Associates for execution of Projects under the Retail Business Division
Ref: EOI NO: HLL/CHO/RBD/PROJECTS/2018-19/1 dt. May 3rd 2018

With reference to the above, the following amendments are brought with immediate effect. Prospective Bidders are requested to take note of the same while bidding. If any of the bidders have already submitted their response to this EOI, they shall have the option to recall their bid responses and submit fresh responses in compliance with the following amendments.

I. The dates of the EOI have been further amended as under;

| Particulars | Date & Time |
|---|------------------------------|
| Date of Pre-Bid Meeting | 08-06-2018 12.00 Hrs. |
| Last date for submission of the application | 21-06-2018 15.00 Hrs. |
| Date & Time of Opening Eoi | 21-06-2018 16.00 Hrs. |

II. Page.3: The Business Proposal

Clause 2. *stands amended and shall be read as;*

For the purpose of this Expression of Interest (Eoi), the RBD Centre's(Pharmacy) are classified on the basis of their estimated construction cost as under:

| Category of Centres | A | B | C |
|------------------------------------|--------------|--------------|-------------|
| Construction cost in Rs. lakhs/SFT | 15.00 | 10.00 | 7.50 |
| Year 1- Business per day (INR) | 75000 | 40000 | 15000 |
| Approximate Area (in SFT) | 450 | 300 | 200 |
| No of HLL Pharmacist proposed | 3 | 2 | 1 |

Clause 3. *stands amended and shall be read as;*

The business at centers located at hospitals shall be predominantly a cash and carry model. The Centers would also have to cater to the requirements of hospital schemes/insurance schemes of the Government. Hospital Authorities/Superintendent shall recommend to the Centre/Pharmacy, to dispense medicines as per their prescription and in such cases the medicines may have to be provided by the centre, to hospitals/in-

patients or patients under different aided schemes, and the center would have to seek reimbursement of such bills subsequently from the hospital. The average ratio of Cash to Credit per centre is estimated to be in the range of 75:25.

III. Page.4: Roles and Responsibilities of HLL

Clause 1. *stands amended and shall be read as;*

HLL would be the owner of the Centre and would construct/furnish the centre as per the standardized layout, branding and the material specifications currently being followed for setting up its Pharmacies

IV. Page.4: Roles and Responsibilities of BA

Clause 1. *stands amended and shall be read as;*

BA shall invest in the setting up of the center by depositing a non-refundable amount equivalent to the construction cost specified for different categories (A, B & C) defined under the heading "The Business Proposal", so as to enable HLL setup the centre as per their standardised specifications.

Clause 2. *stands amended and shall be read as;*

HLL shall run the Pharmacy and for the same, BA shall support HLL in operating and maintaining the Centre as per the terms of the contract agreement signed between HLL and BA, and in this regard, BA would comply to all the statutory rules and regulations in force.

V. Page.6: Bidding Details

Clause 9. *Existing clause is omitted and fresh clause is substituted as under,*

Upon selection of the BA and issue of Work order/ LoA, the BA is required to deposit the non-refundable investment amount as per the category of the centre allotted to him, within 15 days of receipt of such Work order/ LoA. On receipt of the investment from the BA, the centre would be setup by HLL within 60 days.

Clause 12. *Fresh clause is added as under,*

Earnest Money Deposit (EMD): The bidders are requested to submit an EMD of **Rs.5,00,000/- (Rupees Five lakh only)** each for **every state** they intend to submit their price bid. The EMD shall be submitted by way of Demand draft (DD) favoring M/s. HLL Lifecare Ltd. drawn on any scheduled commercial bank and payable at Thiruvananthapuram. The EMD DD shall be valid for a minimum period of 6 months from the date of submission. EMD shall not carry any interest and would be returned to unsuccessful bidders after finalization of the successful bidders for each state.

Since the EOI is called for on a Pan India basis and since the execution of projects may get staggered over the next 3 years (Project allotments starts after signing MoU's with Hospitals) and hence, successful/eligible bidders shall after the expiry of the aforesaid 6 months, request for the refund of EMD, by submitting a Bank Guarantee for an equivalent amount and valid for 3 years from date of issue. This Bank Guarantee shall be invoked, once HLL receives a new project and intends to allot to the respective bidder.

The aforesaid amendments are issued with the approval of the competent authority.

Associate Vice President (RBD)