



**HMT LIMITED,
AUXILLARY BUSINESS DIVISION
JALAHALLI, BENGALURU - 560 013**

Ref: HMTL/ABDB/EOI/DEALER/22-23

Date: 05-12-2022

**Invitation for Expression of Interest (EOI)
For
Appointment of Territory Dealers/Distributors/Channel Partners**

HMT Auxiliary Business Division, a division of HMT Limited is involved in the assembly and sales of HMT Watches. Currently HMT ABD is executing the business of sales of HMT Watches through online platform (www.hmtwatches.in) and also through company owned showrooms. In order to augment its ongoing business, "Expression of Interest" (EOI) is invited from reputed firms for getting engaged as Territory dealers/distributors/channel partners for Sales & Services of HMT watches. Terms of reference are mentioned in Annexure-1.

Reputed Firms, who are interested, are required to apply with relevant details and documents in sealed cover to:

"Deputy Engineer (MM),
HMT Ltd,
Auxiliary Business Division,
Jalahalli,
Bangalore – 560013"

Last date of receipt of application is on or before 02nd January 2023 @ 2PM.

The covers are to be super-scribed as "Details for Appointment of Territory dealers/distributors/channel partners for Sale & Service of HMT Watches".

The technically qualified agencies will be invited for further discussions/interview.

Chandrashekhhar Myageri
Deputy Engineer (MM)
HMT Ltd, ABD



**HMT LIMITED,
AUXILLARY BUSINESS DIVISION
JALAHALLI, BENGALURU - 560 013**

FORMAT FOR APPLICATION FOR EXPRESSION OF INTEREST

Sl No.	Particulars	Details		
1.	Name of firm and address			
2.	Type of firm (Proprietary/Partnership/ ltd/pvt.ltd)			
3.	Contact Person with designation			
4.	Products handled			
5.	Details of dealing with reputed brand			
6.	Details of experience in sale and service of watches (enclose document if any)			
7.	Region/territory preferred			
8.	Telephone no. / Mobile no.			
9.	e –Aadhar no (enclose copy)			
10.	Pan no. (enclose copy)			
11.	Web site (If any)			
12.	E-mail no.			
13.	GST no.			
14.	Shops and establishment License (enclose copy if any)			
15.	Branches of existing firm if any, mention no. of branches and location – (enclose copy)			
16.	Annual turnover for the last 3 years (Rs.) (enclose supporting documents)	2019-20	2020-21	2021-22
17.	Acceptance of terms and conditions			

Signature:

Name:

Designation:

Office Stamp:

PS: Details can be furnished in separate sheets with supporting documents as enclosure with signature on each sheet.

TERMS OF REFERENCE

1. OBJECTIVE OF THIS EXPRESSION OF INTEREST(EOI):

The objective of this EOI is to:

- Solicit proposals from the interested and experienced agencies for HMT watches sales and Service
- On receipt of EOI, technical discussions/interview may be held with the agencies who are, prima facie, considered technically capable of executing the proposed sale and services.
- Arrive at uniform specification & parameters for the proposed channel Partner and to collect the information about probable agencies.

2. CONDITIONS UNDER WHICH THIS EOI IS ISSUED:

- This EOI is not an offer and is issued with no commitment. HMT Ltd, ABD reserves the right to withdraw the EOI and change or vary any part thereof at any stage.
- HMT Ltd, ABD reserves the right to withdraw this EOI if such action is in the best interest of the HMT Ltd, ABD.
- HMT Ltd, ABD reserves the right to finalize specifications as per the requirement. Details submitted by the vendors may or may not be the part of the final specification.
- Timing and sequence of events resulting from this EOI shall be determined by HMT Ltd, ABD.
- HMT Ltd, ABD reserves the right to relax the criteria in case of otherwise suitable applicants

3. Technical Requirements:-

- Applicant should have/ready to setup Sales and Servicing facilities at preferred territory/region.
- Applicant should previous experience in sales/distribution of watches/consumer goods.

4. Financial Requirements:-

- Vendor should have minimum average turnover of Rs. 50 Lakhs for the last 3 consecutive years ending March2022 and Positive Net Worth.
- Vendor to submit Profit & Loss Account Statement of last three consecutive years ending March 2022 as documentary evidence for the same.