



**INVITATION FOR EXPRESSION OF INTEREST (EOI) FROM GLOBAL PLAYERS IN  
INVESTMENT ADVISORY /CONSULTANCY SERVICES TO ADVISE THE BANK IN THEIR  
PROPOSED FORAY INTO MUTUAL FUND BUSINESS ON JOINT VENTURE BASIS**

**Ref No.: EOI/JVMF /02/2010-11 dated 5<sup>th</sup> January, 2011**

**1. INDIAN BANK:**

INDIAN BANK (hereinafter called the BANK) has been serving the nation for 104 years – presently with a Branch network of more than 1800 Offices and over 19000 dedicated staff. The Bank is 100% CBS enabled. The Bank has got a customer base of around 2 billion. Total Business of the Bank is around Rs.1,70,000 crores as on date. Bank's Operating Profits for the year ending 31.03.2010 was Rs.2747.35 crores and a Net Profit of Rs.1554.99 crores.

Indian Bank is one of the pioneers in the Mutual Fund industry having set up Indian Bank Mutual Fund in 1989 which was one of the top performing mutual funds in the nineties. With a view to participate in the ongoing economic growth of the country and growth of the Mutual Fund Industry, Indian Bank proposes to re-enter the Mutual Fund industry; and would like to rope in a suitable joint venture partner for this venture.

Indian Bank therefore invites expression of interest (EOI) from reputed leading global players in the field of Investment Advisory /Consultancy Services to advise the Bank in their proposed foray into mutual fund business on joint venture basis

**2. OBJECTIVES OF THE INVITATION FOR EOI:**

This Invitation for EOI is issued for gathering information about the responding entities, objective and scope of activities to be undertaken by such entities etc. Bank shall not be liable for any costs incurred or any other administrative inconvenience caused to any Responding Entity in preparation and submission of information in response to this invitation.

### 3. SCHEDULE OF EOI PROCESS:

Address for Communication / Submission of EOI	Shri R.Ravi General Manager (IED) Indian Bank, Head Office, 66, Rajaji Salai, Chennai 600 001
Date of Issue of EOI	5 <sup>th</sup> January, 2011
Last date and time for Submission of EOI	25 <sup>th</sup> January, 2011
Date and time of Opening of EOI.	31 <sup>st</sup> January, 2011
Date and time of discussion with responding entities	Will be intimated only to the short-listed responding entities.
Contact official	C.Sakthivel, Asst General Manager, HO: Bancassurance Dept
Contact e-mail ID	<a href="mailto:csakthivel@indianbank.co.in">csakthivel@indianbank.co.in</a>
Contact No.	+919445134455

### 4. SUBMISSION OF EOI & ITS VALIDITY:

Responding entities may submit their response in a sealed cover super scribing Ref No.: EOI/JVMF/02 /2010-11 dated 5<sup>th</sup> January, 2011

The sealed cover should contain:

- a) Detailed Profile of the responding entity - providing details about ownership, shareholding pattern, past performance for the last 5 (five) years, past experience in Advisory services etc highlights of performance etc
- b) Undertaking by the Responding entity as per Annexure of this document.

Sealed Covers may be sent by Courier/Post; can also be handed over to any one of the following officers in person:

1) Shri C.Sakthivel, AGM, HO:Bancassurance Dept, Indian Bank HO

2) Shri S. Sridhar, PA to Advisor (RMD& IFRS)

Any EOI received by the Bank after the deadline for submission of EOI will be rejected. In the event of the specified date and time for the submission of EOI, being declared a holiday for the Bank, the EOI will be received up to the appointed time on the next working day. Extension or preponement of submission date and time will be at the sole discretion of the Bank.

EOI so submitted should remain valid for a minimum period of 6 (six) months from the scheduled date of opening.

## **5. EVALUATION AND SHORTLISTING**

Responding entities' eligibility will be evaluated based on the Pre-Qualification Criteria stipulated vide clause 6 of the EOI and such short-listed Responding entities have to demonstrate their capabilities, strengths, niche area, its management structure, major projects executed, its presence across the country as well as in overseas etc. followed by one-to-one discussion with the Team of Bank Officials.

Based on presentation and on completion of one-to-one discussion, short listed Responding entities would be further short listed for issuing Request for Proposal (RFP) and for further process. The short-listed Responding entities shall be advised to submit the final technical and commercial offers as per terms of the RFP.

## **6. PRE-QUALIFICATION CRITERIA:**

- a. Responding entities should have obtained the necessary Registrations / Licenses /approvals etc from various Government and Regulatory bodies; or should be eligible to apply and obtain such Licenses / approvals etc
- b. Responding entities should not have been involved in any of the capital market / financial irregularities; and should not have been penalized /barred from carrying out any activity related to capital market – either in India or in any other country of their operations. Responding entities should not have been

blacklisted by any Government / Government agency / Regulating Bodies Banks / Financial Institutions in India in the past. Self-declaration to this effect should be submitted in their company's letterhead along with EOI.

- c. Responding entities should have handled such Assignments in the past.

#### **7. FURNISHING OF INFORMATION:**

Incomplete EOI or EOIs with insufficient information may result in their rejection. Any misrepresentation or suppression of any relevant facts in the EOI will result in total rejection of the EOI at any stage of process.

#### **8. FORMATS AND SIGNING OF BIDS**

The original EOI shall be signed by the person or persons duly authorised to bind the Responding entities to the contract. The person or persons signing the EOI shall sign all pages of the offer. The EOI documents submitted without signature and seal will be summarily rejected.

#### **9. AMENDMENTS TO EOI:**

Banks reserves its right to amend any or all of the clauses in the EOI and Annexure to this EOI, if any, including amendments in the schedule for tendering process at any time prior to deadline for submission of EOI, at its sole discretion. Such amendments to EOI will be web casted through Bank's official web site and no separate newspaper advertisement or individual intimation to Responding entities will be provided.

#### **10. CLARIFICATION:**

During evaluation of the EOI, the Bank may, at its discretion, ask the Responding entities for any clarification on its EOI. The request for clarification and reply shall be in writing / email.

**11. BANK'S RIGHT TO ACCEPT ANY EOI AND TO REJECT ANY OR ALL EOIs AND ANNULMENT OF EOI:**

Notwithstanding anything contained in any of the clauses in this EOI, the Bank reserves its right to accept or reject any EOI, and to annul each or all of the EOI or the entire EOI processes at any time prior to issuing RFP without thereby incurring any liability to the affected Responding entities or any obligation to inform the affected Responding entities of the grounds for the Bank's action.

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## ANNEXURE

### Undertaking by Responding Entity - on their Letterhead

The General Manager (Indian Bank HO,  
66, Rajaji Salai,  
Chennai 600 001

Dear Sir,

Reg: Authorisation to act on behalf of the company  
Ref: EOI/JVMF /02/2010-11 dated 5<sup>th</sup> January, 2011

This is to confirm our absolute and unqualified acceptance of the Terms and Conditions laid down in the above Expression of Interest (EOI) Reference no. EOI/JVMF /02/2010-11 dated 5<sup>th</sup> January, 2011 including subsequent amendments to the EOI, if any.

Following official of the company is authorised to act on behalf of the Company to sign document in response to the above cited EOI and to discuss, clarify and accept any document related to this Expression of Interest.

Name and Designation	
Contact details such as a) Phone Number b) Mobile Number c) Email-address d) Fax Number	

Yours faithfully,

(Authorised representative of the Company).