PHARMACEUTICALS & MEDICAL DEVICES BUREAU OF INDIA (PMBI)

(Under the Department of Pharmaceuticals, Govt. of India)
B-500, 5th Floor, B Tower, World Trade Center, Nauroji Nagar, New Delhi- 110029

Telephone: **011- 49431800**

Website: janaushadhi.gov.in

Expression of Interest No.: - PMBI/08/04/LS/2026/004 dated 19/11/2026

INVITED FOR

THE APPOINTMENT OF DISTRIBUTORS IN DIFFERENT PARTS OF INDIA

TO

PHARMACEUTICALS AND MEDICAL DEVICES BUREAU OF INDIA (PMBI)

Last Date of Submission of bid on Central Public Procurement: 11/12/2026

About Pradhan Mantri Bhartiya Janaushadhi Pariyojana (PMBJP):

PMBJP is a flagship program of the Government of India being implemented by Pharmaceuticals & Medical Devices Bureau of India (PMBI). Presently under the Pariyojana, medicines, surgical items and other related products are sold through exclusive outlets named as Pradhan Mantri Bhartiya Janaushadhi Kendra.

PMBI hereby invites Expression of Interest (EOI) for appointment of distributors of PMBI for distribution of products to the Janaushadhi Kendra's of the assigned area details of which are mentioned hereunder-

No. of Locations for which distributors to be appointed – 5 locations (ANNEXURE – I)

The Eligible and interested applicants should submit the Application form in prescribed format given in (**ANNEXURE- II**).

The EOI document can be downloaded free of cost from the CPP Portal https://eprocure.gov.in and website of PMBI: janaushadhi.gov.in.

For any technical queries interested applicant may call CPPP Help Desk Number 0120-4001 002/ 0120-4001 005/ 0120- 4493395 (24 X 7 hours Help Desk)

Contact Details of the officials for any clarification:

Contact Person for clarification if any		1. Mr. Kundan Kumar Singh DGM - Sales & Logistics Phone: - 011-49431800 Email: - dgm.logistics@janaushadhi.gov.in
		2. Mr. Sanjay Lohani Manager - Logistics & Supply Chain Phone: - 011-49431808 Email: - logistics8@janaushadhi.gov.in
		3. Mr. Rajkiran Dhariwal Assistant Manager - Logistics & Supply Chain Phone: - 011-49431832 Email: - logistics4@janaushadhi.gov.in
		4. Mrs. Vakta Parth Belani Sr. Executive – Logistics & Supply Chain Phone: - 011-49431894 Email: logistics16@janaushadhi.gov.in

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1. Schedule of Submission of EOI:

Sr. No.	Particulars	Schedule
1	Date and time of availability of EOI Document on CPP Portal.	**19/11/2026 (Thursday)**
2	Date and time of pre-bid meeting	**25/11/2026 (Wednesday) at 11:00 Hours**
3	Place of pre-bid meeting	Pharmaceuticals and Medical Devices Bureau of India (PMBI) **B-500, 5th Floor, B Tower, World Trade Center, Nauroji Nagar, New Delhi- 110029**
4	Last date and time for submission of EOI online on CPP Portal	**11/12/2026 (Friday) till 17:00 Hours**
5	Last date and time for submission of attested Original Documents as per Check-list in physical Form in office of Pharmaceuticals & Medical Devices Bureau of India, B-500, 5th Floor, B Tower, World Trade Center, Nauroji Nagar, New Delhi- 110029	**16/12/2026 (Wednesday) till 17:00 Hours** at PMBI **B-500, 5th Floor, B Tower, World Trade Center, Nauroji Nagar, New Delhi- 110029**
6	Date and time of opening of EOI	**17/12/2026 (Thursday) at 15:00 Hours** at PMBI, **B-500, 5th Floor, B Tower, World Trade Center, Nauroji Nagar, New Delhi- 110029**

2. Bid submission:

a. Applicants shall submit their bids on Central Public Procurement Portal (CPPP) at ***https://eprocure.gov.in.*** Bids not submitted on Central Public Procurement Portal shall be outrightly Rejected.

b. Hard copy of the bid and **Earnest Money Deposit** shall be submitted at the Head Office of Pharmaceuticals and Medical Devices Bureau of India (PMBI) at B-500, 5th Floor, B Tower, World Trade Center, Nauroji Nagar, New Delhi- 110029 before the specified deadline. The hard copy shall be submitted in properly sealed envelope and super scribe, **"EOI Documents and Earnest Money Deposit for EOI No. PMBI/08/04/LS/2026/004 dated 19/11/2026 for the Appointment of Distributors at the location of _____"**

"To,

The Chief Executive Officer
Pharmaceuticals & Medical Devices Bureau of India, (PMBI)
B – 500, Tower – B, 5th Floor, World Trade Center,
Nauroji Nagar, New Delhi – 110029

c. Application received after due date and time shall not be accepted.

d. Interested applicants shall be solely responsible for checking CPP-Portal and PMBI Website at least 3 days prior to closing date of submission of EOI for any addendum/amendment issued subsequently to the document and take into consideration the same while preparing and submitting the bids.

e. It shall be bidders' responsibility to upload the bid documents on CPP-Portal in appropriate format.

3. Eligibility Criteria & Documents required.

Sr. No.	ELIGIBILITY CRITERIA	Documents to be submitted against Eligibility Criteria
i	Valid Wholesale Drug License	Self-attested copies of valid Wholesale Drug License on form 20B and 21B as per the Drugs and Cosmetic Act-1940 for the location applied.
ii	Valid GST Registration	Self-attested photocopy of Valid GST Registration Certificate.
iii	The annual average turnover for three consecutive years in the last four financial years and net worth of the participants shall be as per the Annexure IV.	Minimum average sales turnover for any three consecutive years of the preceding four financial years i.e., 2022-23, 2023-24, 2024-25 & 2025-26 The applicant shall declare the average annual turnover of the firm in the given format (**Annexure – III)** on letter head of Chartered Accountant duly signed by the authorized signatory of the firm. A copy of audited balance sheet and Profit and loss account statement of the declared turnover financial years shall be submitted along with **Annexure III** duly signed by the authorized signatory. The bidder shall submit a duly certified declaration of its net worth as on the last date of bid submission, issued by a Chartered Accountant on their respective letter head along with applicable membership/registration details and seal.
iv	Storage/Warehouse area of minimum 10,000 Sq. Feet	Minimum 10,000 Sq. Feet working warehouse space at the applied location shall be declared by the applicant for storing medicines in controlled temperature as per the requirements of Drugs & Cosmetics Act 1940. Supporting documents to confirm warehouse space of 10,000 Sq. Feet like ownership/lease deed/rent agreement/etc. shall be submitted. The intending applicant must have an operational warehouse facility at the proposed location.
v	Application Fees & Earnest Money Deposit (EMD) payable in favor of "**Pharmaceuticals and Medical Devices Bureau of India (PMBI)**". **Bank Account Details:** Bank of Baroda, Branch-Parliament Street, New Delhi-110001 A/C No- 05860200001696 IFSC Code-BARBOPARLIA	Non-refundable application fees of Rs. 10,000/- shall be submitted in form of DD/NEFT/RTGS. Refundable Earnest Money Deposit of Rs. 10,00,000/- shall be submitted by the applicant in the form of DD/NEFT/RTGS. **Note**: In case of NEFT/RTGS the applicant shall provide the Unique Transaction Reference (UTR) number duly singed by the authorized signatory. Micro and Small Enterprises (MSEs) are exempt from submitting the Earnest Money Deposit (EMD). Parties seeking this exemption must provide the necessary supporting documents such as Udyam Registration Certificate as proof of their MSE status.
vi	Priore distributorship experience in Pharma Sector	Applicant shall submit an authorization letter/agreement copy of the prior experience as Distributor for the WHO-GMP certified pharma company having minimum annual turnover of Rs. 200 crores. The applicant must have at least three years of prior experience as Distributor for such pharma company.

vii	Documentary evidence of constitution of the firm/company.	Documentary evidence of the constitution of the company/firm/Proprietorship such as Memorandum and Articles of Association, Partnership Deed etc. shall be submitted along with list of Managing Directors/ Directors, list of partners in case of partnership firm, Entities in case of Society, Certificate of Incorporation etc. This is only indicative & will depend upon constitution of the applicant firm. The submitted documents shall be verified at the time of field inspection. Joint Ventures are allowed to participate in the Expression of Interest. The terms & Conditions for participation of Joint Ventures has been provided at Annexure V.
viii	Infrastructure in terms of manpower, IT, Logistics & Storage for smooth operations of functioning as distributor of PMBI.	Applicant shall provide self-attested supporting documents which will be verified at the time of field visit.
ix	Declaration of non-blacklisting	Applicant shall submit a declaration on company letter head stating that the firm has not been blacklisted by any Government Agency, Drug Licensing Authority, or any other relevant authority duly signed by authorized signatory. In case of Joint Ventures, the non-blacklisting declaration shall be submitted by each participating Entities.

***Note**: Existing PMBI Distributors shall not be allowed to participate in the Expression of Interest. The intending applicant must have their working warehouse facility at the proposed location.*

4. Scrutiny of Applications

All applications shall be scrutinized to check eligibility conditions as follows: -

a. PMBI will constitute a technical committee to evaluate the received applications.
b. To qualify for the field visit of the warehouse facility, applicants have to fulfill eligibility criteria mentioned in clause 3.

5. Selection Criteria- Point based objective ranking system shall be used as given as below.

Sr. No.	Criteria	Criteria of giving Marks	Maximum Marks
i	Minimum Sales turnover as mentioned in Annexure IV (Any three consecutive of preceding four financial years 2022-23, 2023-24, 2024-25 & 2025-26	10 points for minimum Sales turnover required as prescribed in Annexure IV and One point for every 5 Crore of sales on scale of 1 to 5.	15
ii	Availability of required area of storage/warehouse	10 points for up to 10000 sq. feet and One point for every 1000 sq. feet of storage area on a scale of 1 to 10 as per site visit observation	20
iii	i. IT Infrastructure and Manpower	For each criteria maximum 7.5 points shall be awarded.	15
vi	Number of existing retailers being supplied medicines (C.A. to certify)	One point for every 100 retailers/institutions/hospitals/medical stores.	10

v	Experience in Pharma Sector	Points to be awarded to the applicant if the applicant is authorized distributor of any of the WHO-GMP certified pharma company. i. 5 points for experience of 3 years. For each additional years of experience 1 point will be awarded. (Agreement copy signed with the WHO-GMP certified company/authorization letter as Distributor of the WHO-GMP certified company having minimum annual turnover of Rs. 200.00 crore shall be submitted)	10
vi	Inspection of facilities	Location and infrastructure of warehouse and availability of transport and compliance of WHO-GDP Guidelines at warehouse.	30

Note: Facility presentation shall be submitted in a sealed envelope with technical bid. Presentation shall contain the following: -

a) Key highlights/facilities of the premises and eligibility criteria under Clause 3.

PMBI reserves the right to accept or reject any application without assigning any reason at any stage of the process of appointment as distributor.

For successful bidder, PMBI may ask to submit any additional documents, certificates with the applicable provisions of the Drug & Cosmetics Act 1940, the food Safety and Standards Act 2006, (FSSAI) certificates duly certified by approving authority and they have to deposit it.

6. Evaluation Criteria:

All the application shall be graded location wise in terms of the marks obtain by descending order to select the distributor.

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7. Signing of Agreement:

a) The selected party shall submit Interest free security deposit of minimum Rs 50.00 lakh (Fifty lakh) in form of DD/NEFT/RTGS to avail Rs. 5 Crore credit limit within 45 days of the issuance of the provisional selection letter from PMBI and further bank Guarantee equivalent to the required limit if credit limit enhanced to Rs. 10 Crore on request (Thus total Rs. 50 Lakh deposit and bank guarantee Rs. 5 Crore. Total 5.50 Crore will be required for limit of Rs. 10 Crore) in favor of PMBI which is refundable at the time of termination/expiry of agreement between PMBI & the applicant.
b) The selected applicant shall execute an agreement on a non- judicial stamp paper of value of Rs. 500/- (stamp duty to be paid by the applicant) within 10 days from the date of the intimation from PMBI informing that his application has been accepted.

ANNEXURE - I

Sr. No.	STATE	Proposed Location
1	Assam	Dibrugarh / Tinsukia / Jorhat / Sivasagar
2	Delhi	All districts under GNCTD
3	Karnataka	Belagavi / Dharwad / Bijapur / Bagalkot
4	Haryana	Jhajjar / Rohtak
5	West Bengal	Asansol (Purba Bardhaman district)/ Durgapur (Paschim Bardhaman district)

Note: Only one Distributor will be selected from each state for appointment to Pharmaceuticals and Medical Devices Bureau of India (PMBI) based on fulfillment of Eligibility Criteria and marks obtained.

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ANNEXURE – II
(Application Form)

To,

The CEO,
Pharmaceuticals & Medical Devices Bureau of India (PMBI),
Nauroji Nagar, B-500, 5th Floor, B Tower, World Trade Center,
New Delhi- 110029

Subject: APPLICATION FOR APPOINTMENT AS DISTRIBUTOR OF PRADHAN MANTRI BHARTIYA JANAUSHADHI PARIYOJANA (PMBJP)

Ref: Your EOI no-PMBI/08/04/LS/2026/004 Dated 19/11/2026

Dear Sir,

This is with reference to your EOI no.- **PMBI/08/04/LS/2026/004** I hereby declare that I fulfil all eligibility criteria and interested to become distributor for PMBI as per terms & conditions of PMBI. For this purpose, I hereby submit my application in prescribed format.

Sr. No.	Particulars	Details
1	Name of the organization/Applicant	
2	Constitution of the organization (to specify whether Partnership firm/ Proprietorship/Company / NGOs) **Note**: In case of Joint Venture details of both the participating entities.	
3	Address of the organization	
4	PAN & GST number of the Organization	
5	Drug License Number for wholesale	
6	Bank Account Details	Bank Name: Account Number: Branch Name: IFSC Code:
7	Name of the location and state for which the application is submitted	
8	Present address of the applicant's warehouse	
9	Details of the authorized person/signatory	Name: Address:

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		Email ID: Mobile No.:

Declaration.

I have gone through the terms and conditions as mentioned in the EOI/Guidelines of distributorship of Pradhan Mantri Bhartiya Janaushadhi Pariyojana and I agree to abide by the same.

I/We hereby declare that all the information as mentioned above is true to best of my knowledge.

Place: Signature of the Authorized Person

Date: (Name & Designation)

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ANNEXURE – III

{Format for a certificate from the Chartered Accountant}
To be submitted on CA letter head

Annual Sales turnover

(i) It is certified that M/s……is a Private Limited/Limited/Proprietorship/Partnership company/firm and they have PAN no……..and GST registration no……..They have filed Income tax returned and GST returned up to date. The authorized signatory of the company/firm is Shri……..and whose signature is attested as under:……..

(ii) The annual sales turnover achieved by M/s._____ For the past three financial years are given below and certified that the statement is true and correct.

Sr. No.	Financial Year	Sales Turnover in Rupees (₹) in Crore (Rs.)	Sales Turnover in Rupees in Crore (in words)
1.	2022-23	₹	
2.	2023-24	₹	
3.	2024-25	₹	
4.	2025-26	₹	
Total Sales Turnover		Rs (₹)…… Crore	Rs (in words)……
Average Sales Turnover		Rs (₹)…… Crore	Rs (in words)……

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(iii) It is certified that M/s……has facilities to receive, stock and distribute PMBI drugs/medicines as per the licensing conditions. This certificate is based on their capacity, and financial statement.

(iv) It is certified that M/s. …… is Micro and Small Enterprises (MSEs) and has been registered with the appropriate authority and eligible for the exemption from submission of Earnest Money Deposit. **(Strikeout if not applicable)**

Note: Above sales figures may be verified by PMBI through original GST return statements during physical inspection.

Date:

Name: ……

Signature: ……..

Stamp: ……

Registration No. of C.A. Firm……

Annexure IV

Requirement of minimum annual Turnover and net worth of participating bidders

Sr. No.	STATE	Proposed Location	Average Turnover	Net Worth
1	Delhi	All districts under GNCTD	Rs. 50.00 crore	Rs. 25.00 crore
2	West Bengal	Asansol (Purba Bardhaman district)/ Durgapur (Paschim Bardhaman district)	Rs. 50.00 crore	Rs. 25.00 crore
3	Karnataka	Belagavi / Dharwad / Bijapur / Bagalkot	Rs. 40.00 crore	Rs. 20.00 crore
4	Haryana	Jhajjar / Rohtak	Rs. 30.00 crore	Rs. 15.00 crore
5	Assam	Dibrugarh / Tinsukia / Jorhat / Sivasagar	Rs. 30.00 crore	Rs. 15.00 crore

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Annexure V

Terms & Conditions for participation as Joint Ventures (JV)

1. Separate Identity of Joint Venture: The Joint Venture (JV) shall have a distinct name and separate identity, under which it shall participate in the tender process.

2. Minimum Number of entities: A Joint Venture comprising maximum of two (02) entity shall be eligible to participate in the tender. Any one of the participating entities shall have experience in dealing with distribution of Medicines, Surgicals & consumables.

3. Restriction on Multiple Participation: No entity of a Joint Venture shall be permitted to submit an individual bid or participate as an entity of any other Joint Venture for the same tender.

4. Submission of Bid: The bid shall be submitted exclusively in the name of the Joint Venture and not in the individual name of any of its constituent entity.

5. Submission of Joint Venture Agreement: The Joint Venture shall submit Joint Venture Agreement duly executed and signed by all its constituent entities. Such Agreement must be executed on or before the last date prescribed for online submission of bids.

6. Restriction on Change in JV Composition: The composition of the Joint Venture, including its constituent entities and the terms and conditions of Joint Venture Agreement shall not be altered, amended or modified after submission of the bid.

7. Nomination of Lead Entity: The constituent entities of the Joint Venture shall jointly nominate one Entity as the Lead Entity through a written authorisation duly signed by all Entities and submit the power of attorney as authorised Entities of JV. The Lead Entity shall act as the authorised representative of the Joint Venture and shall be responsible for all communications, correspondence, representations and other tender-related dealings with PMBI on behalf of the Joint Venture.

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8. Earnest Money Deposit (EMD): The Earnest Money Deposit (EMD) shall be submitted either in the name of the Joint Venture or in the name of its nominated Lead Entity, in accordance with the prescribed mode and terms of the tender.

9. Technical Eligibility Criteria: The technical eligibility criteria prescribed under the tender may be fulfilled collectively by the constituent entities of the Joint Venture. However, documentary evidence regarding the constitution and legal status of each individual entity, such as registration/incorporation certificates and other relevant documents, shall be submitted in accordance with Clause 3(vii) of the tender document.

10. Financial Eligibility Criteria: The financial eligibility criteria, including the minimum annual turnover of three consecutive financial years and minimum net worth requirement shall be as prescribed under Clause 3(iii) of the Tender document and Annexure IV. It shall be fulfilled collectively by the constituent Entities of the Joint Venture. However, the Lead entity shall hold a minimum share of 51% and the second entity shall hold 49% share in the Joint Venture. The audited Balance Sheets, Profit and Loss Account Statements and other relevant financial documents of both participating entities shall be submitted along with the bid in accordance with Clause 3(iii) of the Tender Document.

11. Registration of New Entity Upon Award of Contract: In the event of the contract being awarded to the Joint Venture, the selected Joint Venture shall be required to establish and officially register a separate legal entity within sixty (60) days from the date of issuance of the Letter of Award (LoA). The newly registered entity shall function as the Authorised Distributor of PMBI. The newly registered entity shall comprise the same Entities and shall be governed by the same terms and conditions as specified in the

Joint Venture Agreement submitted along with the bid. No change in the composition of the Joint Venture shall be permitted during the tenure of the contract.

12. Performance Security Deposit: The Performance Security Deposit shall be furnished in the name of the newly registered legal entity within the prescribed timeline and in accordance with the terms and conditions of the tender.

13. Submission of Statutory and Other Documents: Upon registration of the new entity, the selected Joint Venture shall submit all requisite statutory and legal documents including PAN, GST registration certificate and other applicable registrations, licences and documents, in the name of the newly registered entity.

14. Joint and Several Liability of JV Entities: All constituent entities of the Joint Venture shall be jointly and severally liable for the due performance and fulfilment of all contractual obligations, responsibilities and liabilities arising out of the contract awarded by PMBI. The composition and constitution of the Joint Venture shall not be altered after the award of the contract and shall remain unchanged throughout the contractual period in accordance with the Joint Venture Agreement submitted with the bid.

15. Forfeiture of Bid security/Performance security Deposit: Failure to comply with any of the described terms and conditions shall lead to forfeiture of bid security deposit and Performance Security Deposit.

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ANNEXURE - VI

DRAFT FORMAT OF AGREEMENT FOR APPOINTMENT OF DISTRIBUTORSHIP

This agreement is made and executed on this the ……Day of, 2026

BETWEEN

M/s Pharmaceuticals & Medical Devices Bureau of India hereinafter referred as (PMBI), set up as a Society registered under the Societies Registration Act-1860, having its Registered Office Nauroji Nagar, B-500, B Tower, World Trade Center, New Delhi- 110029, Delhi (hereinafter referred as " **FIRST PARTY**" through **Shri …… S/o Sh. ……** aged about **…….**years, which expression shall unless it is repugnant to the context or meaning part thereof mean and includes all its legal heirs, attorney**,** executors, administrators, representatives, successors and assignees of THE FIRST PARTY),

AND

M/s …… represented by **Shri ……** S/o …… aged about ……. years residing at …… presently designated as …… duly authorized to sign as the "**Distributor**" which expression shall unless it is repugnant to the context or meaning thereof includes all its executors, attorneys, administrators, successors-in-interest, and assignees of the **Second Party**.

WHEREAS party of the first part is engaged in marketing of pharmaceutical items

(Hereinafter called as the GOODS) and is desirous of appointing the distributor (**Full Premises Address**) at ……., Pan Card……., GST No. ……., FSSAI Certificate No……., Drug License (20B)……., (21B)…… location in the State of **……** for proper procurement of orders from retailers, Prime Minister Bhartiya Janaushadhi Kendras **(PMBJK**), hospitals and other Institutions and supply/sell the products to the Party of the First Part.

AND whereas party of the second part is desirous of being appointed as the "**DISTRIBUTOR**" for the party of the first part for supply/sale of all its products, present and future in the State ……..
AND WHEREAS, in the mutual interest, the party of the first part has agreed to appoint the party of the second part as its "Distributor" on the mutually agreed terms and conditions set forth hereunder:

NOW THIS AGREEMENT WITNESSETH DISTRIBUTOR AS UNDER -

The second Party is not allowed to sell any medicines other than those provided by PMBI to **PMBJK**.

(i) That this agreement is effective from the date of signing/execution of this agreement and shall be valid for 5 years from date of execution of the present agreement. The time period of this agreement can be extended by mutual consent of both the parties for such further period as agreed upon and subject to performance.

(ii) The DISTRIBUTOR shall have to comply with all the terms and conditions hereof, and achieve the Minimum Annual Performance Requirements, this agreement can be terminated by giving 90 days' notice by the either side. No credit will be provided by the first party to the second party once the notice for termination of this agreement is served by either party to the other one.

(iii) The distributor shall procure Orders from PMBJK, hospitals and Institutions in assigned area on regular basis and shall execute the orders received from them expeditiously.

(iv) The DISTRIBUTOR shall be required to keep adequate average stock of 120 days on monthly sales and expected to keep 100% of the product range to meet demand of the retail stores (PMBJK). The distributor must ensure delivery of goods at the doorstep of the PMBJK.

(v) The Distributor will necessarily follow the above norms, terms and conditions of PMBI for Inventory Management Systems.

(vi) Any items sold once would not be taken back/returned by PMBI in any condition whatsoever" will be read as "Any items sold once would not be taken back/returned by PMBI in any condition whatsoever except N.S.Q. products and medicines dispatched/delivered by PMBI without confirm order of distributor.

(vii) The Distributor may be called by PMBI to provide additional support to PMBI at the location and area of operation on various distribution matters, which should be provided readily by the Second party, so as to enable PMBI successful in its operational mission, which may include the distribution of free medicines to the affected parties, distribution of promotional items to the PMBJK etc.

(viii) The DISTRIBUTOR has to make refundable interest free security deposit of minimum Rs 50,00,000/- (fifty Lakhs Only) with Pharmaceuticals & Medical Devices Bureau of India (PMBI) in form of demand draft/credit to bank account of PMBI till the continuation of this agreement. Distributor is also required to issue three undated security cheques in favour of PMBI issued from its bank account.

(ix) Credit limit of the distributor will be fixed as Rs. 5 Crore which may be later extended up to Rs.10 Crore based on business growth. Credit period of 90 days from the date of dispatch of goods will be provided subject to the credit limit as decided above. The second party is liable to pay interest @ 18% per annum on the overdue amount after the credit period expiry i.e. 90 from the date of supply of goods.

(x) The Second Party is required to give credit period of 75 days to retail outlets (PMBJK). The Second Party is not entitled to receive any amount as security deposit in any form from PMBJK. Further, PMBI has no liability towards outstanding of PMBJK to the distributor. PMBI does not give any assurance or guarantee for recovery of dues from PMBJK or any other institutions to which supply is made by the distributor.

(xi) That the first party will dispatch the goods to the DISTRIBUTOR by trucks, Rail or such other mode of transport as may be deemed fit, up to warehouse of the distributor.

(xii) That the DISTRIBUTOR will store goods and keep the same in proper storage conditions which are required under the provisions of Drugs & Cosmetics Act, 1940 and rules framed there under, having due regard to the specific nature of the products, before their onward supply. Minimum storage area required is 10000 Sq. feet or more during the entire agreement period.

(xiii) The Distributor shall prepare month wise stock and sales statement and same shall be submitted with the PMBI on or before 5th day of the succeeding month and will have to regularly update data on POS systems.

(xiv) Distributor Margin will be 10% of PTD (Price to Distributor), Which may be revised on time to time, as per the decision of the Governing Council of PMBI.

(xv) PMBI will not take back any stock in any form or in form of Expiry/Breakage from the distributor.

(xvi) The DISTRIBUTOR agrees to furnish necessary GST forms as required under the GST and the State Sales Tax Laws of the concerned State.

(xvii) The DISTRIBUTOR shall have to use computer system for billing & Stock maintaining at his expense or any other mode as prevailing in the present situation.

(xviii) The DISTRIBUTOR shall have to use PMBI software for billing for Janaushadhi medicines which will be provided by PMBI. In case of failing to use the PMBI software, the agreement may be cancelled by First Party by issuing a show cause notice to the second party.

(xix) PMBI will fix area/cities of operation for the DISTRIBUTOR in writing and PMBI reserves it's right to add or delete the area of the Distributor based on the performance of DISTRIBUTOR in these areas.

(xx) In case of Complaint, if any, received against the quality of products supplied by the supplier, the same shall be promptly reported to the PMBI at Head Office, Delhi with relevant details for appropriate action within 5 days of receipt of such stocks.

(xxi) The DISTRIBUTOR shall be responsible to cooperate with the Auditors, inspectors or such other staff as may be sent by PMBI to check and verify the records and the DISTRIBUTOR shall provide all necessary facilities and arrangements for the same. However, the expenses of such audit etc. shall be borne by PMBI.

(xxii) PMBI shall not be liable for the acts claims, damages and expenses of every kind or nature whatsoever (a) arising from acts of the Distributor; (b) as a direct or indirect consequence of termination of this Agreement in accordance with its terms; or (c) arising from acts of third parties in relation to products sold to the Distributor under this Agreement, including, but not limited to execution of liens and security interests by third parties with respect to any such products.

(xxiii) During the term of this Agreement, PMBI shall furnish to Distributor any technical improvements and inventions relating to the Products. During the term of this Agreement, Distributor agrees to furnish to PMBI all technical improvement and inventions related to the Products required by Distributor without any delay and free of charge in consideration of services.

(xxiv) That the Distributor shall, keep all the information highly confidential arising out from this agreement.

(xxv) That the PMBI reserves its right to appoint any number of DISTRIBUTORS in area assigned to the DISTRIBUTOR.

(xxvi) That any amendment or alteration to this Agreement shall be valid only if set down in writing and signed by the parties hereto.

(xxvii) In the event of any dispute or difference between the parties arising out of or in connection with or in relation to this agreement, the same shall be referred to the sole arbitrator appointed by CEO, PMBI or his nominee and his decision shall be final and binding on both the parties. The provisions of Arbitration and conciliation Act, 1996 shall apply.

(xxviii) In case of any dispute, relating to this agreement, only the court situated at Delhi shall have the jurisdiction to try and entertain the dispute.

(xxix) That the provisions of the Indian Contract Act 1872, shall apply in so far the same are not inconsistent with this agreement.

(xxx) If any provision of this Agreement shall be held to be invalid, illegal or unenforceable, the validity, legality and enforceability of the remaining provisions shall in no way be affected or impaired thereby.

(xxxi) IN WITNESS DISTRIBUTOR WHERE OF the parties have signed this Agreement this ……. day of…... 2026.

FIRST PARTY: (PMBI)	SECOND PARTY: (DISTRIBUTOR)
Signature	Signature
Name-	Name-
	Aadhar No.
	Phone No.
	Address -
Witness - 1	**Witness - 1**
Signature	Signature DR
Name-	Name-
	Aadhar No.
	Phone No.
	Address -

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Checklist: Documents enclosed along with the application

FOR DISTRIBUTOR		
Sr. No.	**Particulars**	**Attached Yes/No**
1	Application form (Annexure II)	
2	Copy of Wholesale Drug License	
3	Copy of GST Registration & PAN card	
4	Details of Application fees and EMD submitted	DD No (in case of DD) UTR No. (IN case of NET/RTGS) Issued date: Bank Name:
5	Documentary evidence of the constitution of the company/firm/Proprietorship such as Memorandum and Articles of Association, Partnership Deed, certificate of constitution of company, list of Managing Directors /Directors /Partners /Proprietor etc.	
6	Joint Venture agreement copies (if applicable)	
7	Certificate declaring Net worth on CA letter head.	
9	Original cancelled cheque of bank account whose statement is given	
10	Copy of Audited Balance sheet and Profit & Loss account statement of FY 2023-24, 2023-24, 2024-25 & 2025-26	
11	Copy of the list of retailers with whom party has done sales transaction in last 3 months.	
12	Agreement copy/authorization letter of the WHO-GMP company having minimum annual turnover of Rs. 200 crores.	
13	Supporting documents for confirmed warehouse space like ownership/lease deed/rent agreement/etc.	
14	Annual Sales Turnover Declaration on Annexure III duly certified by CA and signed by Authorized Signatory	
15	Facility Presentation (in Pan drive sealed envelope) with relevant photographs	
16	Documents related to warehouse infrastructure in terms of manpower, IT, Logistics & Storage.	
17	Self-attested copy of non-blacklisting on company letter head	

Note: All documents must be duly signed by Authorized signatory and CA certified as per requirement indicated.

Sd/-

(Kundan Kumar Singh)
DGM (Sales & Logistics)
Pharmaceuticals and Medical Devices Bureau of India (PMBI)
011-49431800