KARNATAKA CO-OPERATIVE MILK PRODUCERS FEDERATION LIMITED

KMF Complex, P.B.No.2915, Dr.M.H.Marigowda Road, Bengaluru – 560 029
El: 080-26096863,
e-mail: mktgicecream@kmf.coop, visit at: www.kmfnandini.coop

Expression of Interest (EOI) Document

KARNATAKA CO-OPERATIVE MILK PRODUCERS FEDERATION LTD.

KMF Complex: Dr. M. H. Marigowda Road, DRC Post, Bangalore-560 029.

Tel: 080-26096863 fax: 080-25536105,
e-mail: mktgicecream@kmf.coop visit at: www.kmfnandini.coop

Date-02.09.2026

EXPRESSION OF INTEREST (EOI)

Karnataka Co-operative Milk Producers' Federation Ltd. (KMF), Bengaluru, is the second-largest Co-operative Milk Producers' Federation in India and markets milk and milk products under the brand name "NANDINI" across India.

KMF intends to further expand the market for Nandini Ice Cream in Tamil Nadu, Kerala, Andhra Pradesh, Telangana, Goa and Maharashtra by appointing Distributors / Wholesale Dealers at various locations across these States.

In this regard, KMF invites Expression of Interest (EOI) from interested Individuals / Firms / Organizations having suitable experience, infrastructure, cold storage facilities, transportation facilities and market network for distribution and wholesale marketing of Nandini Ice Cream.

Interested applicants may submit their EOI along with details of their business profile, experience, infrastructure, cold storage, transportation facilities and market network, on or before 15.09.2026 to: mktgicecream@kmf.coop

For any clarification, interested applicants may contact the Director (Marketing), KMF, at the above-mentioned telephone numbers during office hours.

The detailed EOI document containing the terms and conditions may be downloaded from the KMF website: www.kmfnandini.coop. KMF reserves the right to accept or reject any or all applications without assigning any reason thereof.

Sd/-
Managing Director

Information Memorandum

1.1 Background

Karnataka Cooperative Milk Producers' Federation Limited (KMF) is the Apex Body of Karnataka representing Dairy Formers' Co-operatives. It is the second largest dairy co-operative amongst the dairy cooperatives in the country after AMUL dealing in Milk & Milk products. In South India it stands first in terms of procurement as well as sales. One of the core functions of the federation is marketing of milk and milk products. The brand "Nandini" is the household name for Pure and Fresh milk and milk products.

Presently, KMF is procuring on an average 113 Lakhs ltrs./day and is being disposed off in different forms viz., market milk, curd, Icecream butter, ghee, Milk powder and 65 other products. Further, it is engaged in manufacturing of Nandini brand.

Preamble:

Karnataka Cooperative Milk Producers' Federation Limited (KMF) is the Apex Body of Karnataka representing Dairy Formers' Co-operatives. It is the second largest dairy co-operative amongst the dairy cooperatives in the country after AMUL dealing in Milk & Milk products.

KMF intends to further expand the market for Nandini Ice Cream in Tamil Nadu, Kerala, Andhra Pradesh, Telangana, Goa and Maharashtra by appointing Distributors / Wholesale Dealers at various locations across these States.

1.2 Scope under this EOI:

KMF intends to further expand the market for Nandini Ice Cream in Tamil Nadu, Kerala, Andhra Pradesh, Telangana, Goa and Maharashtra by appointing Distributors / Wholesale Dealers at various locations across these States.

Form – 1 Format for Applicant

Covering Letter Format for submitting EOI

[Date]

[Place]

To,

The Director (Marketing -2),
Karnataka Co-operative Milk Producers Federation Limited,
KMF Complex, P.B.No.2915,
Dr. M. H. Marigowda Road,
Bengaluru – 560 029

Sir,
Sub: Submission of EOI for Nandini Icecream Distributor / Wholesale Dealers at (Destination)-reg.

With reference to the advertisement inviting **Expression of Interest (EOI)** from interested Individuals / Firms / Organizations for appointment as **Nandini Ice Cream Distributor / Wholesale Dealer at** _____, I/We hereby submit my/our EOI for the said appointment along with all the requisite documents and information as specified in the EOI Document.

I/We confirm that I/we have carefully read, examined and fully understood the terms, conditions, requirements and other provisions contained in the EOI Document. I/We agree to abide by all the terms and conditions stipulated by **Karnataka Co-operative Milk Producers' Federation Limited (KMF)** in connection with the appointment.

I/We hereby authorize KMF and its authorized representatives to make such inquiries, verifications and investigations as may be considered necessary for verifying the documents, credentials, particulars and information furnished by me/us in connection with this EOI.

I/We understand and acknowledge that **KMF reserves the absolute right to accept or reject any EOI/Application, in whole or in part, without assigning any reason thereof**, and that submission of this EOI does not confer any right or guarantee of appointment.

I/We hereby declare and confirm that all statements, particulars, documents and information furnished by me/us in this EOI are **true, complete and accurate to the best of my/our knowledge and belief**. I/We further understand that any misrepresentation, suppression or furnishing of false information may result in rejection of my/our EOI and/or cancellation of the appointment, if granted.

I/We request KMF to kindly consider my/our EOI for appointment as **Nandini Ice Cream Distributor / Wholesale Dealer** at the above-mentioned destination.

Signature of Applicant

Form -2

Profile of Applicant

1	Details of the Applicant	
a	Name of the Applicant	
b	Nature of the Applicant	Individual/Firm/Company/Others
c	Address of the Applicant	
d	If Company/Firm Year of commencement of business	
e	If Company/Firm Registration Number and Detail	
f	PAN number & details	
g	GST Registration details	
2.	Details of concept person for communication:	
a.	Contact Number (land line)	
b.	E-mail address	
3.	Place at where the outlet is to be opened	
a.	Place	
b.	Location of the dealer/wholesale dealership	

1 Any other particulars in support of capability of the Applicant

Signature of the authorized
Signatory with name & seal

Form – 3

Application

Karnataka Co-operative Milk Producers Federation Limited,

KMF Co. Marketing division, KMF Complex, Bangalore – 560 029

Phone: 080-26096900/851/881

APPLICATION FOR WHOLE SALE DEALARSHIP/SUPER STOCKIEST FOR

NANDINI ICE CREAM

Passport Size Photograph of Applicant

1. **Name of the applicant (Block letters) :**
2. **Date of birth & age :**
3. **Educational qualification :**
4. **Registered Name & Address of the Firm :**
5. **Whether the Company/Individual/Co-op :**
6. **Registration Details :-**

   A) GST TIN NO :

   B) FSSAI NO :

7. Permanent Address :

Office Ph. Nos. :

Mobile Nos. :

Residence Nos. :

E-mail ID :

8. Name & Address of Branch Office/s, if any:

9. Nature and Details of present line of business :

SL. NO.	Products	Company / Brand	Appointed Year	Annual Turnover	Areas Covered	No. of Outlets

10.Areas intended to be covered for Nandini Ice-cream :-

11. Infrastructure Facilities Available:-

A) Ice Cream Storage facilities :

And Capacity (liters)

B) Ice Cream Delivery Vehicle :

i) Type of vehicle :

Insulated/Refrigerated

ii) Capacity :

C) Staff Employed : -

i) Office :

ii) Field Sales representative :

12. Associate or Sister Concerns (If any):

Name and Address	Established Year	Products Dealt with		Annual Turnover
		Company	Products	

13. Ability to invest funds for stocking and distribution of Nandini Ice- cream

(In Rs) ----------

14. Expected Nandini Ice- cream purchase per month,

a) Sales (Liters) :

b) Value (Rs) :

15. Name of Bank, A/C No. and Address of Bank:

16. Details regarding Business handled earlier and discontinued:

Company	Products	Dealt From	Dealt Till	Annual Turnover	Reason for Discontinuing

We hereby certify and declare that :

1. **The details / documents furnished by us above are true to the best of our knowledge. In case of KMF finding any of the information / documents furnished false / fraudulent, KMF can cancel the distributorship without notice.**
2. **In future, any significant changes in the details furnished above, we undertake to inform KMF regarding the same in writing.**
3. **We are aware of the terms and conditions of Business set by KMF and accept the same.**
4. **We understand that the Business dealings with KMF regarding this WSD are on principal to principal basis.**
5. **We shall take all possible steps to achieve maximum sales of Nandini Ice - cream and our field force would help in proper coverage to all the retail outlets in the allocated area. We would not indulge in intruding in to other's area of operation.**
6. **We shall store Nandini Ice cream in a required temperature/ hygienic manner with due care without causing damage to the goods. And we will create storage capacity as per KMF direction.**
7. **We shall provide all required facilities for adequate and efficient distribution of Nandini Ice- Cream with required temperature.**
8. **We shall comply with all the statutory requirements and rules in force from time to time and we undertake to keep KMF indemnified from the consequences arising out of any lapse on our part in observing the statutory requirements**
9. **We agree to provide all kinds of information regarding statistics, market information from time to time as required by KMF.**
10. **We guarantee that all outlets will be covered fully.**
11. **We agree that, in case of any failure to comply with T & C of agreement KMF shall be free to appoint other whole sale dealer (WSD) and/or make direct supplies to other parties without any reference/ compensation to us.**
12. **We undertake to sell to all the outlets and clients at prices prescribed by KMF from time to time and will not indulge in changing the price structure.**
13. **We shall provide free delivery service to all outlets in the area allotted and shall not insist on clients to buy case-lot quantities.**
14. **I / we agree the "KMF reserve the right to modify/amend any or all the terms and condition/s stipulated for appointment of WSD".**

Signature of the applicant

With Seal of firm

Date:

Place:

Form – 4

Documents to be furnished

CHECK LIST

Sl.No.	Particulars	Remarks
1	Form – 1 Format for Applicant Covering Letter Format for submitting EOI	
2	Form -2 Profile of Applicant	
3	Form – 3 Application	
4	Form – 4 Documents to be furnished	

Signature of the authorized
Signatory with name & seal