

## Annexure-I

### FORMAT FOR SUBMISSION OF FULL PROPOSAL UNDER TDB- CEFIPRA-Bpifrance CALL FOR PROPOSAL

**Title of the project proposal**

**Principal Collaborator (Industry) (Indian): Name and Affiliation**

**Joint Collaborator , if any (Indian): Name and Affiliation**

**Principal Collaborator (Industry) (French): Name and Affiliation**

**Joint Collaborator if any, (French): Name and Affiliation**

**Problem to be addressed**

**Kindly indicate the stage of intervention of the proposed project**

- (1) Idea to Proof of Concept
- (2) Early Validation
- (3) Pilot scale demonstration.

**Duration of project**

**Summary of the project proposal (20 lines maximum)**

## PART-I

### PROJECT DESCRIPTION AND OTHER RELATED INFORMATION

#### 1. Objectives of the project

#### 2. Novelty of the project

#### 3. Proposed Product/Technology & Process Details

Source of Technology

Status of Technology as on date

Technology Transfer /Licensing Agreement: Salient features

IPR Details/status

Relevant Regulatory Approval/Quality Assurance/Certification required

#### 4. Activity plan/Implementation Schedule showing milestones, time lines and status as on date

Sl. No.	Milestones	Timelines		Status
		Start date	End date	
1.				

**5. Specific role and responsibilities of each partner to be described for the project. Describe the added value of the Indo-French collaboration.**

**6. Existing infrastructure related to the project activities available in the industry where the project work will be carried out.**

**7. Social and Environmental Impact**

**8. End Deliverables**

**9. Market Survey and Demand**

**10. Commercialization/Business plan**

**11. Financial Projections:** (For the project standalone and company as a whole)

Projected Balance Sheet

Profitability Projections

Cash Flow Projections

Assumptions

**12. Financial Indicators:**

	Project	Company
a. Debt:Equity		
b. IRR		
c. DSCR		
d. Payback period		
e. Break even & Cash Break even		
f. Sensitivity analysis		

## PART II - BUDGET ESTIMATE

### A. Detail Particulars of budget proposed along with justification (Indian Side)

#### A.1 Project Cost

Heads of expenditure	Expenditure Incurred till the date of application	Expenditure to be incurred	Total
Land			
Site Development			
Building / Civil Works			
(i) Factory			
(ii) Administration			
(iii) Others			
Plant & machinery			
(i) Imported			
(ii) Indigenous			
Miscellaneous Fixed Assets			
Technical Know-how Fees			
Cost of filling patent(s)			
Preliminary & Pre-operative Expenses			
Marketing &			
* Travel Expenses			
Domestic			
International			
Other (specify)			
contingency			
Margin Money for working Capital			
<b>Total</b>			

**\*Provide detailed break-up under A5**

**A.2 Means of Finance**

	Status on date	Additional Amount Proposed	Total
<b>Promoters Contribution</b>			
<b>Equity</b>			
<b>Others (Specify)</b>			
<b>Loan</b>			
<b>Financial Institution</b>			
<b>Bank</b>			
<b>Others (Specify)</b>			
<b>Assistance Sought</b>			
<b>Total</b>			

# Details of loan assistance sought, outstanding as on date, collaterals offered to them & repayment duration/ plan along with the quantum of working capital and credit limit sought

**A.3 Details of Plant & Machinery to be purchased under the Project**

	Items	Estimated Cost		Cost in Indian Rs.	Detailed Justification
		** In Foreign Currency	** Exchange Rate		
<b>Imported</b>					
<b>Indigenous</b>					

\*\* To be given only for imported equipment

Equipment approved under the project should be purchased early after the start of the project. In no case equipment purchase will be allowed after the middle of the project.

**A.4 Manpower to be hired by the Indian Collaborator (s) for the project**

Collaborator	Manpower		No.	Proposed Budget
	Technical	Non Technical		

\*\*\* Kindly indicate the requirements of the Principal collaborator and Joint collaborator separately when they are not from the same Industry

\*\*\*\* **Justification/Rationale on above budget should be given in detail**

**A.5 Travel Budget\***

**Domestic Travel**

<b>Proposed Budget</b>	<b>Justification/Rationale</b>

**International visit from India to France (Mention each Industry separately)**

**India to France**

<b>Proposed Budget</b>	<b>Justification/Rationale</b>

Proposed number of visits From India to France:

Duration of stay during each visit:

Activities proposed to be performed during each visit

**A6. Non – Disclosure Agreement:**

Between Collaborators regarding IPR/Technical Know-how etc.

## **B. Detail Particulars of proposed budget from Bpi France along with justification (French Side)**

### **B.1 Budget for Manpower to be hired by the French Collaborator (s) for the project**

Name of the collaborator (s) from French side*	Type of deployment	No.	Monthly Emoluments	Proposed Budget (in Euro)**		
				1st year	2nd year	3rd year
Year wise total						
Total budget under Manpower head**						

\* Kindly indicate the requirements of the Principal collaborator and Joint collaborator separately when they are not from the same Industry

\*\* Justification/Rationale on above budget should be given in detail

### **B.2 Budget under Other Recurring Expenses for the French Collaborator (s)**

Name of the collaborator	Particulars	Proposed Budget (in Euro.)*		
		1st Year	2nd Year	3rd Year
	Cost of consumable Materials & Contingencies (List of consumable materials)			
	Cost of project related local travel <i>within France</i>			
	Any other miscellaneous			
	Cost of consumable Materials & Contingencies (List of consumable materials)			
	Cost of project related local travel <i>within France</i>			
	Any other miscellaneous			
	Cost of consumable Materials & Contingencies (List of consumable materials)			
	Cost of project related local travel <i>within France</i>			
	Any other miscellaneous			
Year wise total				
Total budget under recurring expenses				

\* Justification/Rationale on above budget should be given in detail



### List of Consumables for the French Collaborator (s)

Name of the collaborator	Consumable particulars proposed	Proposed Budget (in Euro.)*		
		1 <sup>st</sup> year	2 <sup>nd</sup> year	3 <sup>rd</sup> year
Year wise total budget				
Total budget under consumable materials proposed				

\* Justification/Rationale on above budget should be given in detail

### B.3 International Visit from France to India (Industry separately)

#### France to India

Proposed Budget (in Euro.)			Justification/Rationale
1st Year	2nd Year	3rd Year	

Proposed number of visits

Duration of stay during each visit

Activities proposed to be performed during each visit

1st Year

2nd Year

3rd Year

## DETAILS OF COLLABORATORS

### Principle collaborator in India

1	<b>Name of the Principal Collaborator: Company</b>		
2.	<b>Address of the company in full</b>  Registered Office with telephone Nos./fax/e-mail:  Administrative Office with telephone Nos./fax/e-mail:		
3	<b>Status of the company</b>	Pvt. Ltd./Ltd./Joint Sector/Other (Specify)	
4	<b>Date of Incorporation with Registration Number</b>		
5	<b>Name of the Key Person</b> Telephone No. (Land line plus Mobile): Fax No.: e-mail :-		
6	<b>Website</b>		

### Principal Collaborator from France

1	<b>Name and Designation</b>										
2	<b>Sex</b>	Male			Female						
3	<b>Date of Birth</b>										
		(Date)			(Month)			(Year)			
4	<b>Name of the Industry</b>										
5	<b>Address Industry</b>										
	Telephone No. ( Land line plus Mobile) :										

	Fax No. :
	e-mail :-
6	Residence Address
	Telephone No. ( Land line plus Mobile) :
7	Name of the Head of the Institute
	Address :- Industry
	Telephone No. ( Land line plus Mobile) :
	Fax No. :
	e-mail :-

### **Joint Collaborator(s) from India**

(Please use a separate sheet for each of the Joint collaborators)

1	<b>Name of the Joint Collaborator:</b>	
2.	<b>Address in full with telephone Nos./fax/e-mail:</b>	
3	<b>Status of the Collaborator</b>	<b>Company/Research Labs/Academic Institutions</b>
4	<b>Name of the Key Person</b> Telephone No. (Land line plus Mobile): Fax No.: e-mail :-	
5	<b>Website</b>	

### **Joint Collaborator(s) from France**

(Please use a separate sheet for each of the Joint collaborators)

1	<b>Name and Designation</b>												
2	<b>Sex</b>	<b>Male</b>				<b>Female</b>							
3	<b>Date of Birth</b>												
		<b>(Date)</b>				<b>(Month)</b>				<b>(Year)</b>			

4	Name of the Industry
5	Address :- Industry
	Telephone No. ( Land line plus Mobile) :
	Fax No. :
	e-mail :-
6	Residence Address
	Telephone No. ( Land line plus Mobile) :
7	Name of the Head of the Institute
	Address :-Industry
	Telephone No. ( Land line plus Mobile) :
	Fax No. :
	e-mail :-

## COMPANY/ SME BACKGROUND

### Company from India

<p>A. Details of company</p> <ol style="list-style-type: none"><li>1. Name</li><li>2. Address of R&amp;D Setup of the company, if any</li><li>3. Shareholding Pattern</li><li>4. Capital Structure</li><li>5. R&amp;D, achievements (patent/ paper publication or product/ process innovation) Present ongoing projects/activities</li></ol>
<p>B. Details of track record, including age, qualification, Industry experience &amp; recent major achievements of:</p> <ol style="list-style-type: none"><li>1. Promoters</li><li>2. Board of Directors</li><li>3. Management/Technical Team or Advisory Board</li></ol>

### C. Company's financial track record for last five years

(Rs. in lakh)

SN	Particulars	FY---	FY----	FY-----	FY---	FY----
1	Share Capital					
2	Share Application Money					
3	Reserves and Surplus					
4	Secured Loan					
5	Unsecured Loan					
6	Fixed Net Assets					
7	Net Current Assets					
8	Sales Turn Over					
9	Total Income					
10	Total Expenditure					
11	PBDIT					
12	Depreciation					
13	Interest					
14	Profit Before Tax					
15	Tax					
16	Profit After Tax					
17	Cumulative Profit/Loss carried to BS					

Total R&D Expenditure (Capital Recurring)

#### D. Collaterals to be provided by the company

Bank Guarantee

Corporate Guarantee: Own and/or Sister Concern/Subsidiary

Hypothecation & Mortgage of Assets

Personal Guarantee by the promoters

Pledging of promoters Shares

#### Company from France

1. Details of company history including incorporation, R&D, achievements (patent/ paper publication or product/ process innovation) present ongoing projects and future projection etc.

2. Key R&D personnel and their bio-data, researchers working exclusively on this project, their past track record, recent major achievements.

3. Company's financial track record for last three years

(Amount in millions of Euro)

SN	Particulars	FY---	FY----	FY---
1	Reserves and Surplus			
2	Secured Loan			
3	Unsecured Loan			
4	Net current Assets			
5	Sales Turn Over			
6	Total Income			
7	Total Expenditure			
8	Total R&D Expenditure (Capital Recurring)			
9	PAT			
10	Cumulative Profit/Loss carried to BS			

## Check List of Enclosures

Annexure	Contents	Checklist	Page No.
1.	Constitution of the Organization/Article & Memorandum of association		
2.	Certificate of Registration or Certificate of Incorporation		
3.	Certificate of Commencement of Business		
4.	Name & Address of the Board of Directors/Management Committee along with their Telephone/mobile numbers		
5.	Promoters Background (including association with other companies and contribution in those companies)		
6.	DSIR/any other Recognition for In-house R&D Unit		
7.	Techno-economic feasibility study report		
8.	Technology transfer/Licensing Agreement (If technology sourced from outside)		
9.	Chart indicating the project duration & implementation schedule with milestones & timelines for each of them		
10.	Annual Reports with audited statement of Accounts (including Auditor's report, all the schedule forming part of the financial statements, accounting policy, notes to accounts and Director's report) of the applicant for the last 3-5 years.		
11.	Annual Reports with audited statement of Accounts of the parent company (in case applicant is subsidiary) for the last three years. The audited statement of accounts should include Auditor's report, all the schedule forming part of the financial statements, accounting policy, notes to accounts and Director's report		
12.	Copies of Tax Returns of the Applicant for the last three years		
13.	Details of loans outstanding against the applicant including rescheduled loans and defaults (Attach sanction letter in each case)		
14.	Architectural drawing & plant design ( may provide later)		
15.	CIBIL Report of the Organization/Promoters/Directors		
16.	Details of the insurance of properties to be hypothecated		
17.	Non Disclosure Agreement between Collaborators		
18.	Company's share holder's agreement		