

15th May, 2023

To,
Panasonic Life Solutions India Pvt Ltd
12th Floor, Ambience Island
NH-8, Gurgaon-122002,
Haryana, India

Sub: Letter of Intent for Supply & Installation of professional display screen of Panasonic make to TFS & its affiliates group companies.

Dear Sir/Madam

The purpose of this Letter of Intent is to summarize our discussions to date and our respective intentions with respect to proposed transaction as detailed below,

We Travel Food Services Pvt Ltd, hereby state and represent that it is our intention to purchase following product as per the specification and in the estimated Quantity and for the price as specified in the terms and conditions as stated below.

Product & Specification:

Model No	Model Details	Unit Price
LH-32AN6ND	32" HD Ready resolution LED Display with Android 11, 400 nits brightness, Cortex A55 1.1Ghz processor, Mali G31 MP2, Open GLES3.2, 1.5 GB DDR RAM, 8 GB Memory, Wifi Type support both 2.4 & 5G Standard, Dolby Audio, Built in Wifi and Cromecast, HDMI CEC, HDMI ARC, Built-in Bluetooth, Hotel mode, Meeting Mode, 20W built in speakers, HDMI 2.0 X 2, AV X 1, USB X 2, RJ45 X 1, SPDIF Out x 1, 24/7 operational	15800 + GST
LH-40AN6ND	40" FHD resolution LED Display with Android 11, 400 nits brightness, Cortex A55 1.1Ghz processor, Mali G31 MP2, Open GLES3.2, 1.5 GB DDR RAM, 8 GB Memory, Wifi Type support both 2.4 & 5G Standard, Dolby Audio, Built in Wifi and Cromecast, HDMI CEC, HDMI ARC, Built-in Bluetooth, Hotel mode, Meeting Mode, 20W built in speakers, HDMI 2.0 X 2, AV X 1, USB X 2, RJ45 X 1, SPDIF Out x 1, 24/7 operational	23300 + GST



LH-43AN6ND	43" 4KUHD resolution LED Display with Android 11, 400 nits brightness, Cortex A55 1.3Ghz processor, Mali G31 MP2, Open GLES3.2, 2 GB DDR RAM, 16 GB Memory, Wifi Type support both 2.4 & 5G Standard, Dolby Audio, Built in Wifi and Cromecast, HDMI CEC, HDMI ARC, Built-in Bluetooth, Hotel mode, Meeting Mode,20W built in speakers, HDMI 2.0 X 2, AV X 1, USB X 2, RJ45 X 1, SPDIF Out x 1,24/7 operational	25300 + GST
LH-55AN6ND	55" 4KUHD resolution LED Display with Android 11, 400 nits brightness, Cortex A55 1.3Ghz processor, Mali G31 MP2, Open GLES3.2, 2 GB DDR RAM, 16 GB Memory, Wifi Type support both 2.4 & 5G Standard, Dolby Audio, Built in Wifi and Cromecast, HDMI CEC, HDMI ARC, Built-in Bluetooth, Hotel mode, Meeting Mode,20W built in speakers, HDMI 2.0 X 2, AV X 1, USB X 2, RJ45 X 1, SPDIF Out x 1,24/7 operational	43000 + GST
LH-65AN6ND	65" 4KUHD resolution LED Display with Android 11, 400 nits brightness, Cortex A55 1.3Ghz processor, Mali G31 MP2, Open GLES3.2, 2 GB DDR RAM, 16 GB Memory, Wifi Type support both 2.4 & 5G Standard, Dolby Audio, Built in Wifi and Cromecast, HDMI CEC, HDMI ARC, Built-in Bluetooth, Hotel mode, Meeting Mode,20W built in speakers, HDMI 2.0 X 2, AV X 1, USB X 2, RJ45 X 1, SPDIF Out x 1,24/7 operational	67000 + GST
LH-75AN4ND	75" 4K UHD(3840 X 2160) resolution Android LED display with built in 2.4 Ghz Wifi, 1.5 Ghz Built in Quad core processor, 2 GB DDR3 RAM, 8 GB Memory, Wifi Type support 2.4G Nwtwork, Mali G52MC1 GPU, with HDR 10, Dolby Audio, Built in Wifi and Cromecast, HDMI CEC, HDMI ARC, Built-in Bluetooth, 20W built in speakers, HDMI 2.0 X 3, AV X 1, USB X 2, RJ45 X 1, Headphone Out x 1, SPDIF Out x 1, 24/7 operational	118000 + GST
LH-86QM5VS	86" 4K UHD(3840 X 2160) Slim DLED display, 500 Cd/m2, Android 9.0, Quad-Core ARM Cortex-A55 CPU, ARM Mali-G31 MP2 GPU, 2GB DDR4 memory, 16GB storage, HDMI 2.0 X 4, DP 1.2a X 1, USB-A 3.0 x 1, USB-A 2.0 x 1 USB-A 2.0 (Internal) x1, USB-C 3.0 x 1, HDMI Out x 1, RJ45 X 1, RS232 X 1, Audio IN X1, Audio Out x 1, Optic SPDIF, RJ12 x 1, 20W in built speaker, 24/7 operation, Built in Wifi & Bluetooth,	238000 + GST



HTML5 CMS Launcher, Android CMS Launcher, Scheduler, USB-Autoplay, Auto-Launch, HDMI-CEC, HDMI-Wakeup, OSD and UI Rotation, Video Rotation, No Signal Power Off, Pixel shift, Videowall support, Real Time Clock	
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1. The above rate is all inclusive of freight, standard wall mount kit, installation and insurance applicable to all locations PAN India delivered to site.
2. GST 18% on 32" Led TV and 28% on 40" & above Led TV is applicable on the above cost
3. Ceiling mounted Kit and installation (if required) shall be at additional cost as per the cost mentioned below, order for same shall be placed separately.

Ceiling mounted Kit – upto 5ft height	At Actual
Installation of Ceiling Mount Kit	At Actual

Estimated Quantity

200+ pieces collective of all models and sizes, across all entities of Travel food services Pvt Ltd, its affiliates and JV partners.

Validity

The above rates and terms shall be applicable and valid till March 2025, from the date of signing of this letter of intent

Warranty

3-year warranty.

Any damage to the system on account of power fluctuations or spikes are not covered under warranty. Also warranty will not be liable for any damage to the equipment resulting from:

1. Accident, misuse, neglect, alteration modification or substitution of any component of the equipment.
2. Any loss or damage resulting from fire, flood, exposure to weather conditions and any other force majeure.

Other Terms & Conditions:

1. Any changes in model or configuration shall be informed us prior to one month notice
2. Any price drops on the product as mentioned above shall be passed to TFS, its affiliates and JV Partners with immediate effect. Such reduced price shall immediately become effective new price to all new order, order pending to deliver.
3. The above rates shall be applicable to TFS, its affiliates and JV Partners companies
4. The LOI is for the subject to purchase order along with term and conditions issued by the respective entity of Travel food services Pvt Ltd, its affiliates & JV Partners time to time.

Ordering, Invoicing & Delivery, payment:

Authorised partner shall be appointed as by Panasonic Life Solutions India Pvt Ltd for supply and Installation of professional display of Panasonic make to Travel food services Pvt Ltd, its affiliates and JV Partners.

1. All order shall be issued to 'Authorised Partner' by respective entity of Travel food services Pvt Ltd, its affiliates and JV Partners.

Appointed Authorised Partner:

DS Techworks Solutions Pvt. Ltd.

Exp. Center: O-7, 2nd Floor, Lajpat Nagar-II, New Delhi-110024, India.

2. Following shall be the Payment terms with Panasonic Life Solutions India Pvt Ltd and same is applicable to authorized partners;

50% advance including GST along with Purchase order & balance 50% within 21 workings days against successful delivery and installation at site & receipt of invoices.

3. All deliveries, installation, invoicing shall be as per the respective purchase orders to its respective entities.

Escalation Matrix:

Escalation 1 – Mr. Dhruv Chhabra - 8826909378

Escalation 2 – Mr. Bhavya Arora - 9540298253

Escalation 3 – Mr. Neerav Bansal – 9810068797

Termination

Travel food services Pvt Ltd, its affiliates and JV Partners may terminate this Letter of Intent at any time by giving 15 (Fifteen) days advance notice to the Panasonic Life Solutions India Pvt Ltd in the event that the TFS finds the Panasonic Life Solutions India Pvt Ltd services dissatisfactory (whether with regard to quality and specifications, adherence to delivery-schedule, adherence to the terms, conditions, adherence to warranty and stipulations of the letter of intent or otherwise).

This document is a Letter of Intent only. It is not intended to be, and shall not constitute in any way, a binding or legal agreement, or impose any legal obligation or duty on either of us. In no event shall this be deemed to be a commitment from Travel Food Services in terms of the order quantity (which may vary as per the discretion of Travel Food Services Pvt Ltd, its affiliates and JV Partners).

You are kindly requested to acknowledge the content of this letter of intent as a token of your acceptance to the same by ascribing your ascent herein below.

Thanking You,

For
Travel Food Services Pvt Ltd

Accepted and Agreed By
Panasonic Life Solutions India Pvt Ltd



Authorised Signatory

Authorised Signatory

COMPARATIVE for 43 inch LED TV									
BRAND / Make	PANASONIC	PANASONIC - R1/R2	PANASONIC - R3	PHILIPS	SAMSUNG	SAMSUNG R1/R2	SAMSUNG - R3	LG	
Distributors	OEM Appointed	OEM Appointed	OEM Appointed	OEM Appointed	OEM Appointed	OEM Appointed	OEM Appointed	OEM Appointed	
Model Number	LH-43ANGND	LH-43ANGND	LH-43ANGND	43BDL2050Q	QM43B	QM43B	QM43B	43UH5F	
Operation Hours	24 / 7	24 / 7	24 / 7	24 / 7	24/7	24/7	24/7	24/7	
Warranty	3 years	3 years	3 years	3 years	3 years	3 years	3 years	3 years	
Basic Rate	27750	27000	25300	26740	38600	31200	29000	44500	
GST Rate(Extra)	28%	28%	28%	28%	28%	28%	28%	28%	
Tax Paid Cost	7770	7560	7084	7487.2	10808	8736	8120	12460	
Final amount	35520	34560	32384	34227.2	49408	39936	37120	56960	

COMPARATIVE for 32 inch LED TV									
BRAND / Make	PANASONIC	PANASONIC - R1/R2	PANASONIC - R3	PHILIPS	SAMSUNG	SAMSUNG R1/R2			
Distributors	OEM Appointed	OEM Appointed	OEM Appointed	OEM Appointed	OEM Appointed	OEM Appointed			
Model Number	LH-32ANGND	LH-32ANGND	LH-32ANGND	32BDL3350Q	QM32R-B	QM32R-B			
Operation Hours	24 / 7	24 / 7	24 / 7	24 / 7	24/7	24/7			
Warranty	3 years	3 years	3 years	3 years	3 years	3 years			
Basic Rate	16500	16000	15800	20900	25200	24500			
GST Rate(Extra)	18%	18%	18%	18%	18%	18%			
Tax Paid Cost	2970	2880	2844	3762	4536	4410			
Final amount	19470	18880	18644	24662	29736	28910			