

50 YEARS OF EMPOWERING FARMERS



Kerala Agro Machinery Corporation Ltd.
(A Govt. of Kerala Undertaking)

**Kerala Agro Machinery Corporation Ltd (A
Government of Kerala Undertaking)**

**Regd. Office: Athani – 683 585, Ernakulam Dist., Kerala State
Tel: 0484-2474301 (5 lines) Fax: 0484-2474589
E-mail: materials@kamcoindia.com**

**EXPRESSION OF
INTEREST**

**Global EOI for Contract Manufacturing of
Fertilizers and Distribution Partnerships with
KAMCO**

EOI No.: KAMCO/MTLS/EOI/24-25/10 Dt. 30/10/2024

Last date of receipt: 16th November 2024, 5.00PM

Visit www.kamcoindia.com for further details

Sd/-MANAGING DIRECTOR

DISCLAIMER

The information contained in this Expression of Interest (EOI) document (the "EOI") or subsequently provided to Applicant(s), whether verbally, in documentary form, or any other medium, by or on behalf of Kerala Agro Machinery Corporation Limited (KAMCO), Athani-683585, Kerala, India, or any of its employees or advisors, is provided to Applicant(s) subject to the terms and conditions set out in this EOI and any other terms and conditions applicable to such information.

This EOI is not an agreement, nor is it an offer or an invitation by KAMCO to the prospective Applicant(s) or any other person. The purpose of this EOI is solely to provide interested parties with information that may assist them in formulating their application for qualification pursuant to this EOI.

KAMCO accepts no liability of any kind, whether arising from negligence or otherwise, for any loss or damage resulting from reliance by any Applicant(s) upon the information provided in this EOI. The issue of this EOI does not obligate KAMCO to select or shortlist any Applicant(s) for further stages, nor does it commit KAMCO to enter into any agreements with shortlisted Applicant(s).

Participation in this EOI is voluntary, and KAMCO reserves the right to withdraw or amend any part of this EOI at its sole discretion, without prior notice or explanation.

KERALA AGRO MACHINERY CORPORATION LTD
ATHANI – 683 585, ERNAKULAM DISTRICT

Phone: (0484)2474301(5 lines): Fax (0484)2474589

Email: materials@kamcoindia.com

Website: www.kamcoindia.com

**EXPRESSION OF INTEREST IS INVITED FROM
DOMESTIC AND INTERNATIONAL
PARTNERS/COLLABORATORS FOR CONTRACT
MANUFACTURING, TRADING AND DISTRIBUTION OF
FERTILIZERS**

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1. INTRODUCTON AND COMPANY BACKGROUND

Kerala Agro Machinery Corporation Ltd. (KAMCO), a Public Sector Undertaking under the Agriculture Department, Government of Kerala, India is a leading manufacturer and marketer of small and marginal agricultural machinery. Established in 1973, KAMCO is an ISO 9001:2015 certified company and has been at the forefront of agricultural innovation, consistently serving the needs of small and marginal farmers across India. Our products are widely recognized and trusted by farmers, and KAMCO holds a significant market share across various states in the country.

In addition to its domestic success, KAMCO exports its products to several countries, including Sri Lanka, Iran, Haiti, Sierra Leone, the Republic of Taiwan, and Rwanda, among others. As part of our strategic diversification, KAMCO is now expanding into the fertilizer sector, recognizing the vital role of fertilizers in boosting agricultural productivity. This initiative aligns with our mission to position KAMCO as a leader in smart farming solutions, providing integrated support to farmers globally.

The fertilizer market in India is substantial, with an annual sales volume of approximately 65-70 million metric tonnes. Urea remains the predominant product, accounting for nearly 55-60% of total consumption, followed by phosphatic and potassic fertilizers. To tap into this significant market segment, KAMCO intends to enter the fertilizer sector, aiming to provide comprehensive solutions to the farming community.

KAMCO invites **Expressions of Interest (EOI)** from interested parties for collaboration/tie ups in trading/manufacturing various type of **fertilizers**. This venture aims to strengthen KAMCO's presence in the agricultural sector by providing comprehensive solutions to farmers through the trading and manufacturing of fertilizers.

KAMCO seeks collaboration with experienced players in the fertilizer industry for trading, manufacturing, and distribution of fertilizers by way of collaboration/tie ups.

2. PROJECT OVERVIEW

KAMCO intends to explore two models for its fertilizer business:

1. **Trading:** Collaborating with established fertilizer manufacturers to source and distribute fertilizers through KAMCO's existing dealership network across India.
2. **Manufacturing and Marketing:** Setting up KAMCO-owned fertilizer manufacturing units to provide quality products to the farmers through our networks.

The proposed partnership(s) will enable KAMCO to leverage its distribution network while gaining expertise from industry leaders. This initiative will lead KAMCO as a comprehensive provider of agricultural solutions.

3. SCOPE OF WORK

The selected partner(s) will:

- **Trading Partner:** Supply fertilizers, including nitrogen, phosphate, potassium-based, and specialty fertilizers, organic fertilizers in the brand name of KAMCO. KAMCO

will distribute the fertilizers through its dealer network.

- **Manufacturing Partner:** Collaboration/tie ups in setting up a manufacturing facility or provide technical expertise in producing fertilizers based on market demands.

Partnership benefits include access to KAMCO's established network, reduced operational costs due to shared resources, and opportunities for long-term growth in India's burgeoning fertilizer market.

4. ELIGIBILITY CRITERIA

Interested parties should meet the following criteria:

- More than 3 years of experience in the fertilizer industry, particularly in trading or manufacturing.
- Should have a minimum turnover of Rs. 25 Cr. in any of the last three years.
- Demonstrated ability to scale operations across India. The party shall have the capacity to contribute financial support for the business if required.
- Strong financial capability to invest in trading or setting up manufacturing facilities.
- Compliance with relevant laws, regulations, and environmental standards.

5. Partnership Benefit:

- The collaboration will leverage KAMCO's established brand, extensive dealer network, and industry expertise, creating a robust platform for mutual growth and market penetration. This facilitates efficient distribution, reduces logistical challenges, and ensures rapid market penetration, especially in regions where KAMCO has a strong brand presence.
- Collaborating with a reputable public sector entity like KAMCO can offer financial stability and long-term growth opportunities, enhancing market credibility. Partners can expand their product offerings to a new segment, benefiting from KAMCO's existing customer trust and brand equity.
- Expanding the product line through KAMCO's dealership network can help manufacturers tap into new geographic areas and increase their market share. The collaboration will also allow partners to introduce innovative products tailored to local farming needs, thereby creating a competitive advantage.
- Associating with KAMCO, a PSU under the Agriculture Department, Government of Kerala, can enhance a partner's participation in government-led agricultural initiatives and subsidy programs. This may also facilitate smoother regulatory compliance and access to government-backed schemes.

This partnership will allow both KAMCO and its collaborators to capitalize on synergies, address the growing demand for fertilizers in India, and promote sustainable agricultural practices. The collaboration aims to deliver high-quality, reliable solutions to farmers, positioning KAMCO as a leader in smart farming solutions while driving mutual growth and market leadership.

6. SUBMISSION REQUIREMENTS

Interested parties are requested to submit the following:

- **Company Profile:** Detailing core business areas, experience, and past projects in the fertilizer industry.
- **Financial Information:** Including balance sheets for the last three years.
- **Technical Expertise:** Capabilities in fertilizer production or distribution.
- **Proposed Collaboration Model:** For trading, manufacturing, or both.

FOLLOWING DOCUMENTS SHOULD BE SUBMITTED FOR PARTICIPATING IN EOI

Application form is attached herewith. Self-Attested copies of all credentials shall be attached with the application form such as;

- Details of completed Projects
- Project on-going
- Financial Status (Turn Over of Last three Years)
- GST Registration
- PAN copy
- MSME Registration

The applicant should not have been blacklisted/banned for participation in tenders / EOI, by any of the Indian Government Departments / Public Sector Under takings for supply of the respective item as on the date of empanelment.

Note: Based on the financial strength, audited records, past records of execution of contracts and performance records will be considered for Registration.

7. EVALUATION CRITERIA

EOIs will be evaluated based on:

- **Relevant Experience:** In the fertilizer sector, particularly in India or similar markets.
- **Financial Strength:** Ability to contribute capital and sustain operations.
- **Technical Expertise:** In fertilizer manufacturing, distribution, and innovation.
- **Alignment with KAMCO's Vision:** Understanding of KAMCO's goals and ability to contribute toward comprehensive agricultural solutions.

8. INSTRUCTIONS TO APPLICANTS

Interested applicants are required to submit the application form attached to this EOI, along with their detailed credentials and the duly filled registration form. Each page of the document submitted by the applicant must be numbered, stamped, and signed to ensure

completeness and authenticity. Incomplete submissions or documents not meeting these criteria may not be considered.

9. PLACE FOR SUBMISSION OF EXPRESSION OF INTEREST & METHOD OF DELIVERY

The Expression of interest should mentioned as “EOI for domestic and international partners for KAMCO, for both trading and manufacturing models in Fertilizer Business” addressed to The Managing Director, Kerala Agro Machinery Corporation, Limited, Athani PO, Pin-683585, Ernakulam Dist., Kerala state, INDIA, mail id materials@kamcoindia.com on or before the due date and time.

Participants from outside India may submit their documents via the designated email address, taking into account of logistical considerations.

10. LAST DATE FOR SUBMISSION OF EXPRESSION OF INTEREST

The last date and time for submission of the Expression of Interest is 16th NOVEMBER 2024, by 05:00 PM Indian Standard Time. KAMCO reserves the right to extend the submission deadline at its discretion. Any EOI received after the last date and time will not be considered for registration. Applicants are encouraged to regularly check the KAMCO website (www.kamcoindia.com) for any updates or notifications regarding this EOI.

11. REQUEST FOR CLARIFICATION ON EXPRESSION OF INTEREST

Applicants seeking clarification regarding this Expression of Interest (EOI) should be sent in writing to the designated contact details provided in this EOI. Responses to any clarifications will be communicated promptly, and applicants are encouraged to review the KAMCO website for any further updates or additional information.

12. OWNERSHIP OF EOI DOCUMENTS AND INFORMATION THEREIN

All documents submitted as part of the Expression of Interest (EOI) will become the property of Kerala Agro Machinery Corporation Ltd. (KAMCO) upon submission. If the applicant considers any information provided in response to this EOI as confidential, or believes that its disclosure would negatively impact the applicant’s business affairs, such information must be clearly marked as 'Confidential' at the time of submission. KAMCO will make reasonable efforts to respect the confidentiality of such information, subject to applicable laws and regulations.

13. NO CONTRACTUAL OBLIGATION

KAMCO is under no contractual or any other obligation to any Applicant participating in this Expression of Interest (EOI). KAMCO shall not be responsible or liable for any costs or expenses incurred by Applicants in the preparation, submission, or consideration of their EOI, regardless of whether KAMCO terminates, modifies, suspends, or otherwise changes the EOI process. Furthermore, KAMCO retains the right to explore new partners of any empanelled business associates, in order to meet specific requirements in future developments.

14. SHORTLISTING OF APPLICANTS

Shortlisting of the applicants will be done based on the eligibility criteria given above and any other conditions as KAMCO sees as a requirement. KAMCO reserves the prerogative to engage more than one applicant for the same or different aspects in the above business. KAMCO's decision in this matter will be final.

15. DISCLAIMER

The issue of this document does not in any way commit or otherwise obliges KAMCO to Proceed with all or any part of the registration process. The EOI Request is not the subject of any process contract or any contractual obligations between KAMCO and Proponents or potential Proponents. KAMCO may, at its absolute discretion, elect to abandon any part or whole or the process without giving prior notice to the Proponents or potential Proponents. KAMCO reserves the right to consider or reject any Offer/EOI at any point of time without assigning any reasons whatsoever.

16. DISPUTE RESOLUTION

Dispute if any shall be settled by the Managing Director, KAMCO Limited or his authorized Representative and his decision would be final and binding in all matters. If any legal issues arise out of this EOI, the JURSDICTION shall only be in the courts in Ernakulam District, Kerala State, India.

17. CONTACT INFORMATION

For further information or inquiries regarding this EOI, please contact:

Managing Director

Kerala Agro Machinery Corporation Ltd. (KAMCO)

Athani, Kerala – 683585

Phone: +91-484-2474301-305, 9447588170 -SM(Materials)

Email: materials@kamcoindia.com

ANNEXUIRE-A

KERALA AGRO MACHINERY CORPORATION LTD
(A Government of Kerala Undertaking)

Regd.Office:Athani –683585,Ernakulam Dist.,Kerala State,Tel:0484-2474301(5 lines),
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**EXPRESSION OF INTEREST IS INVITED FROM DOMESTIC
AND INTERNATIONAL PARTNERS/COLLABORATORS FOR
CONTRACT MANUFACTURING, TRADING AND
DISTRIBUTION OF FERTILIZERS**

EOI No.: KAMCO/MTLS/EOI/24-25/10

A. Name of the Applicant / Firm				
B. Category				
C. Constitution				
D. Authorized Person (Name/Designation)				
E. Address (Registered Office)				
F. Address (Communications to be sent)				
G. Contact details				
1. Telephone No.				
2. Mobile No.				
3. Fax No.				
4. Email Id				
5. Website Address If any				
H. Any special information				
I. Experience Sheet				
Name of work	Department name	Work Details	Cost of Consultancy	Completed Date
<i>attach separate sheet</i>				
J. OTHER CREDENTIALS				
1	Details of Bank			
	Name & address of Bank A/C No. IFSC code			

2	PAN Number (Individual /Firm/Company)	
3	GST Registration No.	
4	MSME No	

I certify that the information supplied herein, including all pages attached, is correct to the best of my knowledge.

SIGNATURE:

NAME :

DATE :

DESIGNATION:

