



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

Regd. Office: Athani – 683 585, Ernakulam Dist., Kerala State

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EXPRESSION OF INTEREST-GLOBAL

EOI No.: KAMCO/MTLS/EOI/24-25/04 Dt. 23/10/2024

Global Expression of Interest is invited from interested parties for financial investment and technology support in KAMCO's Hydroponic System development, as a visionary project to promote sustainable agriculture in urban and semi urban areas.

Last Date of Receipt: 1st November 2024, IST 11.00AM

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
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INVITATION OF GLOBAL EXPRESSION OF INTEREST FROM INTERESTED PARTIES FOR FINANCIAL INVESTMENT AND TECHNOLOGY SUPPORT IN KAMCO'S HYDROPONIC SYSTEM DEVELOPMENT.

Last Date of Receipt: 1st November 2024, IST 11.00AM

1. INTRODUCTON

Kerala Agro Machinery Corporation Ltd. (KAMCO) invites interested investors to submit an Expression of Interest (EOI) for financial investment and technology support in KAMCO's Hydroponic System development, as a visionary project to promote sustainable agriculture in urban and semi urban areas.

2. COMPANY PROFILE:

Kerala Agro Machinery Corporation Limited (KAMCO) established in 1973, is a Public Sector Undertaking (under the Department of Agriculture Government of Kerala) having it's Registered Office at Athani – 683 585 in Ernakulam Dist., Kerala. It has six manufacturing units at ATHANI and KALAMASSERY in ERNAKULAM District, MALA in Thrissur District, KANJIKODE in Palakkad District and Valiyavelicham in Kannur District. KAMCO is a Pioneer company in the manufacturing of Power Tillers in India. Apart from Power Tillers KAMCO is also producing Mini Tractors, Power Reapers, Garden Tillers, Brush Cutters, Pump Sets and also deals with marketing of various other Products like Agricultural Drones, Tractors, Electric Brush cutters, Wheel Barrows, Coconut climbers, Coconut Collectors, Flour mill, Rice mill, Pulverizer etc. KAMCO has been awarded with ISO 9001-2015 Certification. The turnover of the company is over Rs.200 Crores and running on profit continuously more than three decades.

3. PROJECT OVERVIEW: HYDROPONIC SYSTEM DEVELOPMENT

KAMCO aims to promote sustainable agriculture through the adoption of hydroponic systems in urban and semi urban areas. Which includes development of hardware and software solutions, Installation, maintenance, supply of planting materials, providing fully service solutions and adequate agricultural advisories that facilitate easy implementation and monitoring of hydroponic farming. The objectives also include exploration of the commercial potential of hydroponics in urban and semi-urban regions and also to create educational awareness about hydroponics in institutions functioning under Agriculture Department, Schools, Colleges and other institutions. Hydroponics initiative also offers providing end-to-end systems through a commercial partner.

4. SUBMISSION REQUIREMENTS

Interested investors are requested to submit their EOI along with the following information:

- **Company Profile:** Including company background, core business areas, and experience in related sectors.
- **Investment Proposal:** Details of the financial and technological contribution, the investor is willing to offer for the project.
- **Past Projects:** Demonstration of experience in similar projects
- **Vision and Approach:** A brief outline of the investor's vision for partnering with KAMCO and their approach to supporting the project.
- **Timeline:** Estimated time frame for providing the necessary resources and support for the project.

5. ELIGIBILITY CRITERIA

Investors or investment partners expressing interest in this project should meet the following criteria:

- **Proven track record & experience** in funding or partnering or developing this technology.
- **Ability to provide technological expertise and innovation** in the areas of Hydroponic system.
- **Financial capacity** to support large-scale manufacturing and commercialization efforts.
- **Commitment to sustainable development and alignment** with KAMCO's mission for eco-friendly agricultural solutions.

6. RESPONSIBILITIES OF PARTNER

The manufacturers /traders / importers or suppliers who express interest should have the following responsibilities:

1. **Technical support for Hardware Developers:** The partner will provide expertise in designing and developing the physical components of the hydroponic system, such as grow beds, water reservoirs, pumps and lighting systems.
2. **Biological and Nutritional Support:** The partner will be responsible for overseeing the biological aspects, including water quality, nutrient management, pH levels and the timing and frequency of water delivery to ensure optimal plant growth.

3. Marketing and Sales: The partner should conduct market study and handle the marketing and distribution of the hydroponic systems, including supply of planting materials, service and proper advisories ensuring the product reaches target markets across urban and semi-urban areas. They can also utilize the market network of KAMCO.

7. RESPONSIBILITIES OF KAMCO

Software and IOT Automation: KAMCO will develop the software, IOT solution and automation system for real time monitoring and control

8. FOLLOWING DOCUMENTS SHOULD BE SUBMITTED FOR PARTICIPATING IN EOI

1. Company Profile
2. Company partnership deeds/Memorandum of Association as the case may be
3. Balance Sheet & P/L Statement of the past 3 years
4. Registration Certificate
5. Copy of export License, in case of exporters.

The applicant should not have been blacklisted/ banned for participation in tenders / EOI, by any of the Indian Government Departments / Public Sector Under takings.

Note: Based on the financial strength, audited records, manufacturing / importing and testing facilities, past records of execution of contracts and performance records of the applicants they will be considered for Registration.

9. LAST DATE FOR SUBMISSION OF EXPRESSION OF INTEREST

The Last Date & Time for Submission of the Expression of Interest is - 1st November 2024, IST 11.00AM. KAMCO reserves the right to extend the date for expression of interest on its discretion. Any EOI received after the last date and time will not be considered for Registration. Applicants are advised to regularly visit KAMCO's website www.kamcoindia.com for updates about the same.

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

The Expression of interest should mentioned as **“EOI from interested parties for financial investment and technology support in KAMCO’s Hydroponic System development”** addressed to The Managing Director, Kerala Agro Machinery Corporation, Limited, Athani PO, Pin-683585, Ernakulam Dist., Kerala state, INDIA, mail id mail@kamcoindia.com or rd@kamcoindia.com, materials@kamcoindia.com on or before the due date and time.

11. REQUEST FOR CLARIFICATION ON EXPRESSION OF INTEREST

Any clarification desired by applicants must reach KAMCO latest by **29/10/2024**

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 manufacturers or suppliers, independent of any empanelled business associates, in order to meet specific buyer or client 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. 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 JURISDICTION shall only be in the courts in Ernakulam District, Kerala State, India.

16. 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, 9446492179 –DGM(R&D)

Email: mail@kamcoindia.com; rd@kamcoindia.com, materials@kamcoindia.com

MANAGING DIRECTOR