



# KERALA AUTOMOBILES LIMITED

(Government of Kerala Undertaking)

An ISO 9001 : 2015 Certified Company

GSTIN : 32AABCK0142M1ZW

## EXPRESSION OF INTEREST (EOI) FOR SELECTION OF CONSULTING FIRM

Kerala Automobiles Limited (KAL), a Government of Kerala Undertaking, invites Expressions of Interest from eligible firms having relevant capability in identifying such competent firms with proven track record in automobile technology sourcing, electric mobility / advanced manufacturing, technology commercialisation and business development.

The purpose of this EOI is to identify a suitable firm who can join hands with KAL in its modernization activities. Only shortlisted firms will subsequently be invited to participate in a detailed Request for Proposal (RFP). Shortlisting shall not confer any right to appointment, payment or award of work. The final selection and commercial terms shall be decided through the RFP stage on the basis of competitive proposals.

KAL reserves the right to accept or reject the whole selection process without assigning any reason thereof.

### 1. OBJECTIVE

- Identify firm/strategic business group/ other credible domestic / international entities that are genuinely interested in investing in KAL, its business, projects or future approved ventures and facilitate their engagement with KAL.
- Identify and facilitate suitable technology providers, OEMs, licensors and technology collaborators for electric mobility, automotive, manufacturing and allied areas.
- Identify commercially viable new business opportunities, Government / institutional projects, export avenues and revenue-generating activities for KAL.
- Provide KAL access to relevant investor, technology and access to national/international markets. All proposals shall remain subject to KAL legal frame work and Government approval

## 2. EOI – TWO-STAGE PROCESS

- Stage 1 – EOI: documentary scrutiny and objective evaluation for shortlisting only.
- Stage 2 – RFP: detailed technical and commercial proposals will be invited only from shortlisted firms. Detailed methodology, deliverables, milestones, agreement framework and final selection will be dealt with at RFP stage.
- KAL proposes to shortlist a firm based on the eligibility criteria and business proposal submitted. Final selection will be based on the business proposal submitted by them. Successful bidder has to enter into an agreement with KAL for the implementation of the business proposal.
- No commercial offer is required with this EOI. Submission of an EOI shall create no financial commitment on KAL.

## 3. BRIEF PROFILE OF KAL AND OPPORTUNITY

KAL is engaged in the manufacture and marketing of electric mobility products, including Electric Auto Rickshaws and E-Carts and is exploring EV retrofitment, charging infrastructure, technology sourcing, strategic collaborations, new products and other mobility / manufacturing opportunities. KAL has established manufacturing infrastructure, land assets and experience in the electric vehicle sector.

KAL intends to explore strategic investment and technology / business partnerships that can support modernisation, capacity utilisation, product and technology development, market expansion and sustainable revenue generation. The Consultant is expected to proactively identify and approach companies / strategic groups that are interested in investing in or partnering with KAL, rather than merely providing investment facilitation to opportunities independently identified by KAL.

This EOI is issued with the concurrence of Government for engaging a consultant through a two-stage process. KAL's Aralummoodu premises include land and existing built-up facilities. Government has agreed in principle that the Aralummoodu land and buildings may be treated as KAL's equity contribution in an appropriate capital structure acceptable to the Government for an approved future project, subject to valuation, due diligence and final Government approval. The exact extent, valuation, tenure and permitted use will be determined separately.

## 4. SCOPE OF THE PROPOSED CONSULTANCY

- Investor identification and facilitation – to map and identify credible company viz Private Limited Company, Public Limited Company, LLP / strategic investor who are keen in investing in KAL or approved projects / ventures associated with KAL; facilitate KAL in assessing strategic and commercial viability.
- Technology sourcing – identify potential technologies in line with emerging trends in the market, OEMs, licensors, technology companies and R&D organisations; facilitate technology transfer, licensing, co-development, contract manufacturing or any other appropriate arrangements.
- Business and revenue development – identify new product-mix, mobility solutions, Government / institutional projects, export avenues, contract manufacturing, fleet / OEM relationships and other commercially viable opportunities.
- Strategic facilitation – maintain a structured pipeline of identified investors / partners / opportunities and provide periodic status information to KAL.
- The work is proposed as an integrated assignment. Individual Company/ Consortium may be permitted, provided one of the members of the Consortium shall be the Lead Firm and shall be responsible for the assignment.

## 5. KEY PRINCIPLES

- The Consultant shall have no authority to make any sort of commitment including the financial commitments, make representations on Government policy or create any right or interest in KAL's assets.
- **All matters relating to the investment, technology, JV/ SPV, revenue-sharing or commercial proposal shall be subject to the technical, financial, legal and administrative scrutiny and approval by KAL / Government.**

## 6. ELIGIBILITY CRITERIA

Eligibility Criteria: The applicant shall meet all the following eligibility criteria:

Eligibility Criteria Supporting-Compliance Document

1. The Bidder may be an Individual Firm/Partnership Firm/Company/Joint Venture/Consortium that have been in the business for more than 1 year (in the case of JV and Consortium bidders, the Lead Member in the JV/Consortium should meet this criteria)

2. The Bidder should have completed similar assignments during the preceding years in investor identification / facilitation, strategic investment, business development, technology sourcing, technology commercialisation or closely related areas. Have technical and Managerial capability and competence to undertake the assignment. Client name, scope of work, duration and completion evidence shall be furnished.
3. The Bidder should have positive net worth during the last three financial year
4. No insolvency/ liquidation and no debarment or blacklisting by a Government authority// public sector organization, subject to the disclosure of pending proceedings.
5. International bidders shall comply with applicable Indian laws and statutory / regulatory requirements.
6. Following certified copies of the following documents are to be submitted along with the EOI :
  1. Brief write up about the Company/ Promoters/LLP Profile/ Firm/Consortium (In case of consortium, the bidder should submit the consortium Agreement between the consortium partners) accompanied by an appropriate proof of existence viz., certificate of incorporation or certificate of registration with Registrar of firms.
  2. A brief statement of proposed Implementation plan including the proposed structure and composition of the team for the KAL project.
  3. Samples of previous work of similar nature undertaken
  4. Audited Financial Statement along with Balance Sheet and Profit & Loss Statement duly audited/certified by the statutory auditors/ Chartered Accountants verified by UDIN stating the year wise annual turnover during each of the three financial years 2022-2023, 2023-2024 & 2024-2025
  5. Details and CV's of Key Personnel proposed for the assignment.
  6. Copy of latest GST Return
  7. PAN Card Copy
  8. Self-Certification stating that the Company/ LLP/Firm or its Subsidiaries / Individual/ Associates are not Debarred / Blacklisted by any Central / State Governments, Government Departments, Government Bodies or PSUs.
  9. Copy of MOA and AOA/ Partnership deed and certificate of incorporation/ registration in case of firms.
  10. The Applicant should submit a Power of Attorney/Board Resolution/notarial document authorizing the signatory of the application to commit the Applicant.
  11. Any other detail which the Applicant Company/ Firms feels relevant in this regard

12. Conflict-of-interest declaration specifically confirming whether the bidder or its group entities are investors, suppliers, technology vendors or advisers to any entity likely to be introduced to KAL. Any false or materially misleading declaration may result in disqualification.

Note: In case of consortium, all the members of the consortium shall furnish the above mentioned documents.

8. Directives to the Bidder • Enquiries concerning the EOI: All enquiries should be submitted by e-mail to

9. Note: All the communication from KAL will be through email only.

10. Any corrigendum/addendum / Clarification to the EOI will be published in the website of KAL only

## 7. EOI EVALUATION AND SHORTLISTING

Evaluation shall be based only on verifiable credentials and documentary evidence. Methodology, expected outcomes, implementation plan and detailed commercial proposal shall NOT be evaluated at the EOI stage.

| Sl.   | Evaluation Parameter                                                                | Marks |
|-------|-------------------------------------------------------------------------------------|-------|
| 1     | Relevant completed assignments with evidence                                        | 30    |
| 2     | Completed investment / strategic / technology / commercial transactions facilitated | 20    |
| 3     | Relevant investor / technology / OEM / strategic business network                   | 15    |
| 4     | Relevant key personnel and professional capability                                  | 15    |
| 5     | Financial strength and organisational capacity                                      | 10    |
| 6     | Relevant credentials / sector experience of the organisation                        | 10    |
| Total |                                                                                     | 100   |

KAL may seek clarifications and undertake due diligence. An Evaluation Committee shall be formally constituted by KAL.

Shortlisted firms will be invited separately for the RFP stage.

## 8. FINANCIAL COMMITMENT AND COMMERCIAL TERMS

- No financial / commercial offer shall be submitted with this EOI.
- KAL shall incur no financial commitment merely by issuing this EOI, receiving an EOI or shortlisting a bidder.

## 9. IMPORTANT CONDITIONS

- This EOI is only an invitation for shortlisting only and does not constitute an offer, appointment, contract or commitment by KAL.

- Shortlisting shall not confer any right to appointment. Only shortlisted firms may be invited to the RFP stage and KAL may decide the final number of firms to be invited in accordance with applicable rules.
- KAL may seek clarifications, verify documents, conduct due diligence, modify / cancel the EOI or re-invite responses, subject to applicable rules.
- False, misleading or materially incomplete information may result in rejection / disqualification and such other action as permissible under law.
- All confidential information provided by KAL shall be protected and used only for the EOI / subsequent RFP process.
- Participation shall not confer any right, title, leasehold, licence, possession or other interest in KAL's land, buildings, assets or intellectual property.
- Any future investment, technology acquisition, JV, commercial transaction or other arrangement shall require separate approvals and definitive agreements.

## 10. VALIDITY

The EOI shall remain valid for a period of one year, during which KAL may complete scrutiny and issue the RFP. The term of any eventual consultancy engagement shall be specified separately in the RFP and subsequent agreement.

## 11. SUBMISSION AND COMMUNICATION

Bidders shall submit the EOI in the prescribed format through official e-mail specified in the Tender Notice. The Tender Notice shall prevail regarding the exact submission route, deadline and procedural requirements. Bidders shall monitor KAL website for corrigenda, clarifications and further instructions.

## 12. INDICATIVE TIMELINE

| Activity                                | Indicative Date |
|-----------------------------------------|-----------------|
| Publication of EOI                      | 13/10/2026      |
| Last date for seeking clarification     | 23/10/2026      |
| Pre-bid / clarification meeting, if any | 26/10/2026      |
| Last date for submission of EOI         | 06/11/2026      |
| Opening of EOI / technical submissions  | 09/11/2026      |

## 13. CONTACT DETAILS

Managing Director, Kerala Automobiles Limited, Aralummoodu, Neyyattinkara, Thiruvananthapuram, Kerala – 695 123.

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