



THE FERTILISERS AND CHEMICALS TRAVANCORE LIMITED
having its Registered Office at Eloor, Udyogamandal, Kochi – 683501, India (hereinafter referred to as “FACT” / "Buyer")

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**INVITES EXPRESSION OF
INTEREST (EOI)**

Empanelment of vendors for the supply of Rock Phosphate for a period of three (3) years

EOI No. FACT/Rock Phosphate/2026 dated 30.03.2026

Invitation for Expression of Interest

FACT invites Expression of Interest (EOI) from eligible and experienced suppliers (producers / traders) for the supply of Rock Phosphate for a period of three years. The purpose of this EOI is to identify and shortlist capable suppliers who can meet our technical, commercial, and delivery requirements for potential long-term and or spot supply arrangements. FACT intends to empanel the eligible and suitable vendors for the supply of Rock Phosphate.

This Expression of Interest (EOI) is a request for a pre-qualification only and is issued with no commitment. FACT reserves the right to withdraw or to amend any terms and conditions etc. at any stage, should it be so necessary.

Applying against Expression of interest (EOI) does not automatically give right to empanelment / registration.

FACT reserves the right to reject or accept any application received against EOI without assigning any reason thereof.

About FACT

The Fertilizers And Chemicals Travancore Limited (FACT) is a Government of India Enterprise, engaged in the production of Nitrogenous and Phosphatic Fertilizers and trading of Fertilizers.

FACT is procuring Rock Phosphate for the production of fertiliser grade Phosphoric acid. The brief process detail of our Phosphoric acid plant at Cochin Division, Ambalamedu (FACT- CD) is given below:

The phosphoric acid plant is designed to produce 360 TPD of P₂O₅ through Dihydrate Route. The plant was designed by Societ de Prayon of Belgium based on Prayon Convertible process. The plant produces acid at a strength of 30% P₂O₅. Rock phosphate is reacted in an attack tank with 98% Sulphuric acid along with weak recycle phosphoric acid. A portion of slurry from the tank is circulated through an evaporator to remove excess water in the system, to control the attack tank slurry temperature and prevent hemihydrate formation. The slurry is taken to

digestion vessels and is pumped to a filter after giving sufficient residence time. The filter is a vacuum Prayon filter giving 30% acid and dry gypsum.

Procurement Plan

The projected quantity of Rock Phosphate for FY 2026-27 is **250000 MT**. The purpose of this EOI is to identify and shortlist capable suppliers who can meet our technical, commercial, and delivery requirements for potential long-term and/or spot supply arrangements.

Scope of work

- i. Supply of **2.5 lakh MT** of Rock Phosphate per year for a period of three years. The quantity is indicative only and may increase depending upon the production plan.
- ii. The Supply shall be made either on FOB or CFR Cochin Port as mutually agreed upon.
- iii. The prospective supplier(s) shall ensure compliance of all Government regulations/conventions/policies/guidelines/orders in force.
- iv. Interested Suppliers are invited to express their interest and capability to supply Rock Phosphate meeting the following typical specifications:

PROPOSED SPECIFICATIONS OF ROCK PHOSPHATE (High Grade)

MOISTURE	:	3% [MAX]
P2O5	:	31.75 % [MIN.]
CaO	:	53.0% [MAX]
SO3	:	1.7% [MAX]
FLUORINE	:	4% [MAX]
SiO2	:	6% [MAX]
CO2	:	6% [MAX]
CHLORIDE	:	400 ppm (0.04%) [MAX]
R2O3[Al2O3+Fe2O3]	:	2.5% [MAX]
MgO	:	0.5% [MAX]
Na2O	:	1% [MAX]
K2O	:	0.5% [MAX]
OIL & ORGANIC MATTER	:	1.5% [MAX]
SiO2/F	:	0.56 [MIN]
PARTICLE SIZE (Indicative)		
+4[Tyler Mesh](4.76mm)	:	Nil
+10[“] (1.68mm)	:	5% [MAX]
[-100] [“] (0.149 mm)	:	20% [MAX]
[-200] [“] (0.074 mm)	:	6% [MAX]

Pre-Qualification/Eligibility Criteria

The following **Eligibility criteria** shall be applicable for bidders

A) Producer:

- (i) Should have supplied to any buyer (in India or outside) at least one shipment of 25000 MT or above of Rock Phosphate during any one of the preceding three years as on the date of opening of PART A of bid.

Bidder shall submit proof of supplies i.e. B/L and any other document as applicable.

- (ii) Producer who has not supplied to FACT, in the last 5 years shall provide the third party inspection certificate of latest shipment made to India in the last 5 years from the date of enquiry for the same grade or better (31.75% P₂O₅ or above) of Rock Phosphate which is offered in this tender.

B) Trader:

- (i) Should have supplied to any buyer (in India or outside) at least one shipment of 25000 MT or above of Rock Phosphate on CFR basis during any one of the preceding three years ending as on the date of opening of PART A of bid.

Bidder shall submit proof of supplies on CFR Basis i.e. B/L and any other document as applicable.

- (ii) Shall submit Letter(s) issued by the Rock Producer's Authorized Signatory confirming to backup with respect to quality and quantity.
- (iii) Shall submit the third party inspection certificate of latest shipment made to India in the last 5 years from the date of enquiry for the same grade or better (31.75% P₂O₅ or above) of Rock Phosphate which is offered in this tender from the producer, in case producer has not supplied to FACT, in the last 5 years

Submission of Expression of Interest

1. The EOI shall be floated on CPP portal and shall also be published on FACT Website. Offers against this enquiry shall be submitted online only on e-procurement portal <https://eprocure.gov.in> . Offers submitted on any other platform or in any other mode including e-mails, typed/printed offers as hard copy etc. **SHALL NOT be accepted.** Interested parties are required to upload the EOI document along with all supporting documents duly signed & stamped on each page on CPP portal only.
2. All interested bidders are requested to register themselves on the above website with their valid DSC. It is mandatory for bidders to have valid DSC (of Class II or Class III) issued by any of the Certifying Authority approved by Govt. of India for participating in the enquiry. Valid DSC shall be arranged by the bidders themselves at their cost. Bidders may refer Bidders Manual Kit available on the above website for detailed information and instructions for registering, submitting offers etc.
3. Applications are invited from vendors (PRODUCERS and TRADERS) for Supply of Rock Phosphate who meet the prequalification criteria and other requirements detailed above. The complete set of documents can be downloaded from website: <https://eprocure.gov.in/eprocure/app>

Documents to be submitted

Suppliers responding to this EOI should provide the following documents:

1. Company profile and ownership details
2. Rock Phosphate technical specifications and typical chemical analysis
3. Source mine(s) and country of origin
4. Annual production capacity and export capability
5. Past and current fertilizer industry customers
6. Material Safety Data Sheet (MSDS) and quality certifications (if available)
7. Indicative commercial terms (pricing mechanism, optional at EOI stage)
8. Quantity of various grades of Rock Phosphate supplied to the Indian market during the last three years.
9. Latest quality certificates from independent reputed surveyors at load port to be enclosed with the application.
10. EOI for supply of Rock Phosphate
11. Documents in proof of meeting eligibility criteria

Vendor has to provide all applicable documents as sought in the aforementioned annexures and certifications in prescribed formats. Authorized representative of the Company should sign the documents.

Interested vendors (PRODUCERS and TRADERS) are required to submit their complete filled application along with all supporting documents on the portal itself. The empanelment would be based on the vendors meeting the pre-qualifications criteria, other requirements detailed in the documents.

Evaluation & Selection Process

The Expression of Interest (EOIs) received will be evaluated in the following stages:

1. EOI Evaluation

All submitted EOIs and supporting documents will be reviewed to assess the bidder's eligibility, technical capability, experience, source of supply, and suitability to supply fertilizer-grade Rock Phosphate. Only eligible and suitable bidders will be shortlisted.

2. Pricing formula submission

The shortlisted bidders may be invited to submit their pricing formula for Rock Phosphate. The submitted pricing formula shall be subject to discussions and clarifications, as required by **FACT**. Based on the inputs, **FACT** shall be finalizing the pricing formula.

3. Empanelment

Based on the outcome of the above evaluation, discussions and mutual acceptance of terms and conditions, successful bidders shall be empanelled by **FACT** and may be considered for long-term and/or spot supply orders by **FACT** during the empanelment period. Empanelment shall not constitute a commitment or guarantee of any minimum quantity of business; however, empanelled vendors shall be eligible to participate in future tenders, if any, invited by **FACT** for the procurement of Rock Phosphate. The empanelled vendors need not submit the Eligibility Criteria documents and shall be eligible, subject to the compliance with the provisions of Annexure I of Order No. 7/10/2021-PPD (1) dated 23.02.2023 of Ministry of Finance, Department of Expenditure, Public Procurement Division, Government of India.

Note:

Furnishing false/incomplete information or submitting applications not accompanied by required documents shall lead to summarily rejection of the application. FACT reserves the right to reject any or all the applications or withdraw this invitation without assigning any reason thereof. Decision of FACT in the matter shall be final and no correspondence shall be entertained from the applicants in this regard subsequently. FACT has the liberty to include or delete vendors based on their performance, proven capability and for any other reason thereof.

FACT reserves its right to call for originals of the supporting document submitted for verification, if required and also to cross check any details as furnished by the interested parties from their previous clients. Interested parties shall have no objection whatsoever in this regard and shall facilitate FACT to obtain the same.

FACT reserves the right to make use of available in-house data (their own) also for pre-qualification of interested parties who have submitted EOI. The decision of FACT will be final and binding on the parties.

Last day of submission of EOI 1400 Hrs. IST on 16.04.2026

Validity of the EOI

The EOI is to be kept valid for acceptance for a period of **60 days** from the date of submission of the EOI or such other extended period as mutually agreed.

General Terms and Conditions

- i. Final selection of supplier(s) from among the panel of participants will be done at the discretion of FACT and decision of FACT shall be final and binding on all the empaneled suppliers.
- ii. Supplier(s) may clearly note that terms and conditions enumerated in this EOI are only illustrative and not exhaustive. The chosen supplier(s) from the panel will have to enter into transaction contract as devised by FACT.
- iii. Prospective supplier(s) can also be asked to furnish additional information.
- iv. The prospective supplier(s) shall ensure compliance of all Government regulations/conventions/policies/guidelines/orders, in force in India.

No Contractual Obligation

FACT is not bound contractually or in any way to any of the bidders to this EOI. FACT is not liable for any costs or compensation in relation to the consideration of this EOI incurred by the bidders.

Disclaimer

Mere applying against this EOI does not in any way commit or otherwise obliges FACT to proceed with all or any part of the EOI process. FACT at its absolute discretion elect to abandon the EOI either in part or in whole without giving prior notice to the prospective suppliers.

EOI FOR SUPPLY OF ROCK PHOSPHATE

	Description	To be filled in by bidder
1.1.0	Name of the bidder	
1.2.0	Full address with PIN code	
1.3.0	Telephone Numbers	
1.4.0	E-mail ID	
1.5.0	Contact Person(s)	
2.0.0	Company Particulars:	
2.1.0	Constitution	
2.2.0	Country in which company is registered	
2.3.0	Areas of activity including chartering of vessels	
2.4.0	Name and address of Bankers	
2.5.0	Financial data:	
2.5.1	Sales turn-over for the last three years	
2.5.2	Profit after tax for the last three years	
2.5.3	Copy of Audited Balance Sheet/Annual Report for the last three years	(Documents to be enclosed) / Weblink
3.0.0	Sourcing particulars:	
3.1.0	Whether Producer/ Trader	
3.2.0	If Producer:	
3.2.1	Location of mine of Producer	
3.2.2	Annual Production Capacity for Rock Phosphate in each mine.	
3.3.0	If Trader:	
3.3.1	Name and address of producer from where Rock Phosphate is proposed to be sourced	
3.3.2	Annual production capacity of Rock Phosphate in each mine stated above	
4.0.0	Loading Port(s) details: (Indicative)	
4.1.0	Name(s) of the loading port(s)	
4.2.0	Loading rate(s) of the port(s)	
4.3.0	Sailing time from port of loading to Cochin	
5.0.0	Third party inspection agency/ agencies to be involved for certifying quality and quantity at load port	

6.0.0	In case the applicant proposes to operate through his Indian agent or if the applicant is the Indian agent:		
6.1.0	Permanent Income Tax Account Number		
6.2.0	GST Registration details		
6.3.0	Nature of commission/remuneration		
6.4.0	Copy of Terms and Conditions of appointment		(Document to be enclosed)
7.0.0	Details of Authorized Signatories:		
	Name	Designation	Signature
1			
2			
3			

8.0.0 Any Other Details

Place

Signature

Date

Name

Seal

Designation (Authorized Signatory)

Notes:

- 1.0 All requisite information shall be given in the format with reference to the item specified. Where space is insufficient, additional pages may be added with reference to the related paragraph.
- 2.0 Wherever enclosures are specified in the questionnaire, the same shall be enclosed.
- 3.0 FACT reserves the right to verify any of the statements enclosed. Any additional information/ documents required shall also be furnished. False statement shall disqualify the Bidder.