



# PRE-QUALIFICATION NOTICE

STEDEC Technology Commercialization Corporation of Pakistan (Pvt) Limited invites applications for pre-qualification for supply of agro-chemical products.

Sr. No	Description	Period
1	Miscellaneous agro-chemical products (As per list attached in pre-qualification documents)	Supply In Parts (2018 – 19)

## GENERAL INFORMATION:

1. Pre-qualification shall be conducted under PPRA rules.
2. Manufacturer will be pre-qualified as per evaluation criteria specified in the pre-qualified documents. Prequalification document containing detail terms and conditions and evaluation criteria can be downloaded from [www.ppra.org.pk](http://www.ppra.org.pk)
3. Pre-qualification is open to manufacturers who have not been blacklisted or debarred by any government / semi government / autonomous organizations in Pakistan and abroad.
4. Applications for pre-qualification must be submitted on prescribed format as provided in the pre-qualification documents. Any application not prepared according to prescribed format may be rejected.
5. Provision of false, fabricated or materially incorrect information will lead to disqualification.
6. Applications for pre-qualification must be delivered, in sealed envelope by hand or through mail/ courier service so as to reach below mentioned address not later than 03:00 p.m dated Aug 5, 2018 and be clearly marked "Pre-Qualification Application for supply of agro-chemical products".

### (Assistant Manager Procurement)

STEDEC House Adj. Aiwan-e-Science Building, Ferozpur Road, Lahore  
Ph: 042-99230545, E-mail: [corporate@stedec.com.pk](mailto:corporate@stedec.com.pk)



**STEDEC TECHNOLOGY COMMERCIALIZATION CORPORATION OF  
PAKISTAN (PRIVATE) LIMITED  
GOVERNMENT OF PAKISTAN**

**PREQUALIFICATION DOCUMENTS**

**FOR**

**Agro Chemical Products/Pesticide**

**JUNE 2018**

**Asst. Manager Procurement**

STEDEC House Adj. Aiwan-e-Science Building,  
Ferozpur Road, Lahore.

PH: 042-99230545

E-mail: [corporate@stedec.com.pk](mailto:corporate@stedec.com.pk)

# TABLE OF CONTENTS

DESCRIPTION	PAGE NOS.
<b>Section – 1: Invitation for RFP</b> .....	<b>1</b>
<b>Section – 2: Instructions to Consultants</b>	
2.0. Definitions .....	2
2.1. Preparation & Submission of Application .....	3
2.2. Eligibility for prequalification .....	3
2.3. Only one Application .....	4
2.4. Evaluation of Application .....	4
2.5. Updating Prequalification Information .....	4
2.6. Participation in the Tender / Bid.....	4
2.7. Purchaser’s Right.....	4
2.8. Ownership of Prequalification Document.....	5
2.9. Alteration, Erasures or Illegibility .....	5
2.10. Applicable Laws .....	5
2.11. Misconduct .....	5
2.12. Full Compliance.....	5
2.13. Amendment in Prequalification Documents .....	5
2.14. Duration / Validity of Pre-qualification .....	6
2.1. Clarification and Amendment of prequalification Documents .....	6
<b>Section – 3: Evaluation Criteria</b>	
3.1. General .....	7
3.2. Weightage	7
3.3. Mandatory Requirements .....	7
3.4. Evaluation Procedure .....	7
3.5. Minimum Score required for prequalification.....	8
3.6. Scoring Procedure.....	8
<b>Section – 4: Appendices</b>	
Letter of Application.....	9
Form A-1, General Information.....	11
Form A-2, Organizational Structure of Manufacturer .....	12
Form A-3, Information regarding manufacturing pesticides .....	13
Form A-4, Financial Record.....	14
Form A-5, Information regarding export of Agro Chemical Product.....	15
Form A-6, Information regarding supply of Agro Chemical Product .....	16
Form A-7, Information regarding supply of Agro Chemical Product .....	16

## Section 1: Invitation for Pre-Qualification

No.

Date \_\_\_\_\_, 2018

To,

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**SUBJECT:** INVITATION FOR PREQUALIFICATION OF MANUFACTURERS FOR SUPPLY OF AGRO CHEMICAL PRODUCTS

1. The Asst. Manager Procurement invites Applications for pre-qualification of Manufacturers for the supply of the following:

Description of product	Specification of Product	Estimated Quantity
Aluminum Phosphide Tablet (56%)	56.0% Aluminum Phosphide Tablet Tablet weight = 3.0 gm	100,000 Kg
DDVP 95% (Dichlorvos) Tech	Appearance: Light yellow to colorless characteristics liquid Dichlorvos Content: 95%	45,000 Kg
DDVP Emulsifier	Appearance: Yellow liquid PH Value: 4.0—9.0 Water Content: 0.5% Max	10,000 Kg
Chlorpyrifos 94%Tech	Appearance: Yellowish Brown Solid A.I Content: 94% min Acidity: (as H <sub>2</sub> SO <sub>4</sub> ): 0.1 Max Insoluble in Acetone 0.5 % Max Water 0.1 Max Sulfotep: 0.30 % Max Chlorpyrifos 94% Tech	40,000 Kg
Chlorpyrifos Emulsifier	Appearance: Yellowish brown PH value: clear liquid Water: 5.0—7.00 0.5% Max Emulsibility: FAO	10,000 Kg
Cypermethrin Tech 94%	Declared Content: 94% Physical content: viscous semi solid Color: yellow brown Odour: slight, mild chemical	20,000 Kg
Cypermethrin Emulsifier	Appearance: Yellow liquid PH Value: 4.0—9.0 Water Content: 0.5% Max	2,000 Kg
Dimethoate 98%Tech	Appearance: Light Yellow to light brown liquid A.I content: 40% Min Acidity: 0.3% Max Water content 0.5% Max Density: 0.8-0.93 Emulsion Stability: qualified	2000 Kg
Dimethoate Emulsifier	Dimethoate Emulsifier	500 kg

Fipronil 96% TC	Appearance: off white solid powder Content: 96% Water content 1.0 max Acetone insolubles: 0.50% Max	500 Kg
Fipronil Emulsifier	Appearance: Yellow liquid PH Value: 4.0—9.0 Water Content: 0.5% Max	2,000 Kg
Malathion 95% Tech	Appearance: Yellow HOMOGENOUS Content: 95% min Acidity: 0.2% Max Water 0.1% Max	10,000 Kg
Malathion Emulsifier	Appearance: Yellow liquid PH Value: 4.0—9.0 Water Content: 0.5% Max	2,000 Kg
Alpha Cyper 95% Tech	Appearance: white to light yellow crystal powder Content: 95% min Acidity (H <sub>2</sub> SO <sub>4</sub> ): 0.2% Max Moisture 0.5% Max Acetone insolubles: 0.5% Max	1,000 Kg
Alpha Cyper 10 % SC	Appearance: Flowable suspended liquid Content: 10.0% MIN SUSPENSIBILITY 90.0% MIN Wet Sieve Test (75 um sieve): 99.0% MIN Foaming persistence: 25 ml Max Remnants after dumping 5.0% MAX Remnants after Washing 0.5% MAX	1,000 Lt
Fenthion 90%Tech	A.I Content: 90% min Acidity: (as H <sub>2</sub> SO <sub>4</sub> ): 0.3% Min Moisture 0.3% Max	1,000 Kg
Permethrin 93%Tech	Permethrin 93%Tech	2,000 Kg
Nappthyle Acetic acid 98% Tech	Appearance: White powder Content: > & = 98% PH range 3.0-6.0 Water %1.8% Max  Acetone insoluble : < & =: 0.2%	500 Kg
Methyl Eugenol	Appearance: colorless slightly yellowish clear liquid Odor: Characteristic odor Specific gravity d 20: 20: 1.035-1.038 Refractive index n 20 D: 1.532-1.536 Acid Value: 1.0 Max Purity (GLC) : 98.0% min	500 Kg
Acetameprid 96%Tech	Appearance: Light yellowish odourless powder Acetameprid content: 96.0 %	500 Kg

2. Manufacturer will be pre-qualified as per Evaluation Criteria specified in these pre-qualification documents.
3. Pre-qualification is open to Manufacturers who have not been blacklisted or debarred by any Government / Semi Government / Autonomous organizations in Pakistan and abroad.
4. Applications for pre-qualification must be submitted on prescribed format as provided in these documents. Any Application not prepared according to prescribed format may be rejected.
5. Applications for Pre-Qualification must be delivered, in sealed envelope, by hand or through mail / courier service at under mentioned address not later than **05-08-2018 till 03.00 pm** and be clearly marked "Pre-Qualification Application for Supply of Agro Chemicals".

**Asst. Manager Procurement**  
**STEDEC House Adj. Aiwan-e-Science**  
**Building, Ferozpur Road, Lahore.**  
PH: 042-99230545  
E-mail: [corporate@stedec.com.pk](mailto:corporate@stedec.com.pk)

## **Section 2: Instructions to the Applicants**

### **2.0 Definitions**

- 2.0.1 “Government of Pakistan” means the Government of Pakistan and all its associated departments, agencies, autonomous/semi- autonomous bodies, boards, universities and similar other organizations.
- 2.0.2 “Purchaser” means STEDEC Technology Commercialization Corporation, Pakistan through Asst. Manager Procurement, Lahore.
- 2.0.3 “Applicants” means any Manufacturer applying for the pre-qualification.
- 2.0.4 “Manufacturer” means the entity manufacturing the required chemical in their Country or under their license in any other country.
- 2.0.5 “Application” means the Prequalification Documents submitted by the Applicant.
- 2.0.6 “Tender / Bid” means the Financial offer which will be called from the Manufacturers who would be declared qualified.
- 2.0.7 “Tenderer / Bidder” means the Manufacturers participating in Tender / Bid after prequalification.

## 2.1 Preparation & Submission of Applications

- 2.1.1 Applications for pre-qualification (one original and one copy) must be received in sealed envelopes to be delivered by hand or through registered mail / courier to:-

### **Asst. Manager Procurement**

STEDEC House Adj. Aiwan-e-Science

Building, Ferozpur Road, Lahore.

PH: 042-99230545

E-mail: [corporate@stedec.com.pk](mailto:corporate@stedec.com.pk)

Not later than: **05 /08 /2018, 3.00 pm.**

- 2.1.2 Applications must be clearly marked "Pre-Qualification Application for Supply of "Agro Chemical Products".
- 2.1.3 The name and mailing address of the Applicant shall be clearly marked left hand on the envelope.
- 2.1.4 The applications shall be prepared in the English language and as per format described in these documents. Information in any other language shall be accomplished by its translation in English.
- 2.1.5 The Applicants must respond to all questions and provide complete information as advised in this document. Any lapses to provide essential information may result in dis-qualification of the Applicant.
- 2.1.6 The clarification meeting, if necessary to be held, shall be informed accordingly well before last date of submission of applications.
- 2.1.7 Applicants should familiarize themselves with type and quality of the Agro Chemicals and other conditions and take them into account in preparing their Proposals. To obtain first-hand information on the assignment, Applicants are encouraged to visit the Purchaser before submitting the pre-qualification documents. Applicants should ensure that the official is informed well- ahead of time in case they wish to visit the Purchaser.
- 2.1.8 Applicants shall bear all costs associated with the preparation and submission of their pre-qualification documents. The Purchaser reserves the right to annul the selection process at any time prior to announcement of result of pre-qualification, without thereby incurring any liability to the Applicants.
- 2.1.9 All the documents / forms attached with prequalification application must be signed by authorized person.

## 2.2 Eligibility for applying for prequalification

- 2.2.1 Pre-qualification is open to Manufacturers who have not been blacklisted or debarred by any Government / Semi Government / Autonomous organizations in Pakistan and abroad.

## 2.3 Only one Application

- 2.3.1 Each Applicant can submit only one Application. If an Applicant submits or participates in more than one Application, such Applicant(s) shall be disqualified.

## 2.4 Evaluation of Applications

- 2.4.1 The Purchaser will evaluate and pre-qualify the Applicants for the supply of desired product in accordance with the evaluation criteria specified in the Pre-qualification documents.
- 2.4.2 The Purchaser will notify each Applicant submitting an application to pre-qualify whether or not it has been pre-qualified.



## **2.5 Updating Prequalification Information**

- 2.5.1 The Purchaser, at any stage of the procurement proceedings, having credible reasons for or prima facie evidence of any defect in Manufacturer's capacities, may require the Manufacturer to provide information concerning their professional, technical, financial, legal or managerial competence whether already pre-qualified or not.
- 2.5.2 Applicants can be required to update the information concerning their professional, technical, financial, legal or managerial competence used for the prequalification at the time of submitting their Bids / Tenders, to confirm their continued compliance with the qualification criteria and verification of the information provided at the time of prequalification. Bids / Tenders shall be rejected if the Applicant's qualification thresholds are no longer met at the time of Bidding / Tendering.

## **2.6 Participation in the Tender / Bid**

- 2.6.1 Only Manufacturers that have been pre-qualified under this procedure shall be invited to participate in the Bid / Tender.

## **2.7 Purchaser's Right**

- 2.7.1 The Purchaser can cancel the prequalification process and reject all Applications, in the event that the Purchaser does not wish to proceed with the procurement. In case of annulling the process of pre-qualification no expense and / or cost whatsoever incurred by any Applicant in the preparation of Application shall be payable by the Purchaser.
- 2.7.2 The Purchaser shall disqualify an Applicant if it finds, at any time, that the information submitted by him concerning his qualification as Manufacturer was false and materially inaccurate or incomplete.

## **2.8 Ownership of Prequalification Document**

- 2.8.1 All documents submitted by the Applicant in response to this invitation to prequalification shall become the property of the Purchaser. However, intellectual property in the information contained in the Application submitted by the Applicant shall remain vested in the Applicant.

## **2.9 Alteration, Erasures or Illegibility**

- 2.9.1 Except for amendments to the entries made by the Applicant which are initialed by the Applicant, Applications bearing any other alterations or erasures are liable to be rejected.

## **2.10 Applicable Laws**

- 2.10.1 All Applications submitted pursuant to this invitation and the formation of any resulting contract shall be governed by the laws of Pakistan. Any amendment or a further legal requirement issued by Govt. of Pakistan even after issuance and receipt of Applications shall be applicable without any financial repercussion.

## **2.11 Misconduct**

- 2.11.1 If an Applicant or any person on his behalf makes any attempt to canvass, solicit or approach any member of the Purchaser or any of its officials in any matter relating to or arising out of this Application, their Application will be liable to rejection and the Applicant liable to debarment for a period to be fixed at the discretion of the Purchaser.

## **2.12 Full Compliance**

- 2.12.1 The Application shall comply fully with the Instructions to Applicants, Forms, Appendices etc. Non compliance of any item may render the Applicant disqualified.

## **2.13 Amendment in Prequalification Documents**

- 2.13.1 At any time prior to deadline for submission of Applications the Purchaser may amend the Prequalification Documents by issuing addenda.

- 2.13.2 Any addendum issued shall be part of the Prequalification Documents and shall be communicated in writing to all who have obtained the prequalification documents.
- 2.13.3 To give prospective Applicants reasonable time to take an addendum into account in preparing their applications, the Purchaser may, at its discretion, extend the deadline for the submission of Applications.

#### **2.14 Duration / Validity of Pre-qualification**

- 2.14.1 This pre-qualification is applicable for the procurements of Agro Chemical Products
- 2.14.2 The Manufactures declared pre-qualified, as a result of these pre-qualification proceedings, their pre-qualified status will remain valid for three (03) years from the date of announcement of results of pre-qualification.
- 2.14.3 The Purchaser may extend the validity of pre-qualification for another two (02) years.
- 2.14.4 The Purchaser, if considers necessary, may call fresh Applications for pre-qualification at any time during the currency of validity by canceling the pre-qualification already done.
- 2.14.5 During the currency of validity of pre-qualification (i.e. three years) the Purchaser, at any time, may require the Supplier / Firm or Manufacturer to update the information concerning their professional, technical, financial, legal or managerial competence used for the prequalification at the time of submitting their Applications for their continued compliance with the qualification criteria and verification of the information provided at the time of prequalification. In case Applicant's qualification thresholds are found deficient with that of submitted at the time of pre-qualification, the Applicant will be disqualified.

#### **2.15 Clarification and Amendment of Prequalification Documents**

- 2.15.1 Applicants may request a clarification regarding any contents of the pre-qualification documents seven (07) days before the Application submission date. Any request for clarification must be sent in writing, or by standard electronic means to the Purchaser's address indicated in the Documents.

## Section 3: Evaluation Criteria

### 3.1 General

- 3.1.1 Prequalification will be based on all the criteria given in the succeeding paras regarding the Manufacturer's Company Profile, Manufacturer's Experience in manufacturing of required product Quality Control Management system.
- 3.1.2 If an Applicant fails to fulfill the Mandatory Requirements, his Application shall not be considered for further processing and he shall be declared disqualified.

### 3.2 Weightage

The resulting distribution of a total score of 100 points is as under:

Manufacturer's Company Profile	=	50	Points
Manufacturer's Experience	=	<u>50</u>	Points
Total	=	100	Points

### 3.3 Mandatory Requirements

Following are the mandatory requirements that each Manufacturer has to meet in order to be pre-qualified.

- 3.3.1 The Manufacturer must have more than or equal to 20 years experience of manufacturing pesticides. (to be calculated from the last date of submission of Application)
- 3.3.2 The Manufacturer must have supplied Agro chemical products, during last ten years to at-least five (05) countries including Pakistan other than its home country.
- 3.3.3 The annual turnover of the Manufacturer must be more than ten (10) Million US\$
- 3.3.4 The Manufacturer must be ISO certified.
- 3.3.5 Must be registered with Department of Plant Protection, Pakistan

### 3.4 Evaluation Procedure

#### 3.4.1 Manufacturer's Company Profile

3.4.1.1 The score will be awarded as per scoring criteria explained below.

Description & Component Score		
1. Organizational Structure	=	10
2. Length of Experience of manufacturing Pesticides	=	10
3. Quantity of Pesticide products manufactured (total during last 5 years)	=	10
4. Production capacity	=	10
5. Quality Certification in Pesticide	=	05
6. Annual Turnover	=	<u>05</u>
Total	=	50

#### 3.4.2 Manufacturer's Experience

3.4.2.1 The score will be awarded as per scoring criteria explained below.

<b>Description &amp; Component Score</b>		
1. Supply of Agro Chemical products to the number of countries other than home country	=	15
2. Export of Agro Chemical products (average annual export of last five years)	=	15
3. Supply of Agro Chemical products within home country (average annual supply of last five years)	=	10
4. Supply of Agro Chemical products in Pakistan	=	<u>10</u>
<b>Total</b>	<b>=</b>	<b>50</b>

### 3.5 Minimum Score required for prequalification

The minimum overall score needed by an applicant to be considered for qualification is **sixty five (65) points**.

### 3.6 SCORING PROCEDURE

#### 3.6.1 Manufacturer's Company Profile

Sr. No.	Description	Maximum Score
1.	<p><b>Organizational Structure</b></p> <p>A. Excellent = 100%</p> <p>B. Good = 70%</p> <p>C. Satisfactory = 60%</p> <p>D. Unsatisfactory = zero</p> <p>Organizational structure will be assessed on the basis of how well-defined departmental structure, such as Accounts, Support, Design, Sales, Quality Management, R&amp;D etc the Manufacturer has.</p>	10
2.	<p><b>Length of Experience of manufacturing Pesticides</b></p> <p>More than or equal to 30 years = 100%</p> <p>More than or equal to 20 but less than 30 years = 80%</p> <p>More than or equal to 10 but less than 20 years = 50%</p> <p>Less than 10 years = Zero (Dis-qualification)</p>	10
3	<p><b>Quantity of Pesticide products manufactured (total during last five years)</b></p> <p>More than or equal to 5000 ton = 100%</p> <p>More than or equal 4000 ton but less than 5000 ton = 80%</p> <p>More than or equal 3000 ton but less than 4000 ton = 60%</p> <p>Less than 1000 ton = 50%</p>	10

4	<b>Production Capacity (per Annum)</b> More than or equal to 2000 ton = 100% More than or equal 1000 ton but less than 2000 ton = 80% More than or equal 500 ton but less than 1000 ton = 60% Less than 1000 ton = 50%	10
5	<b>Quality Certification in Pesticide</b> ♦ Manufacturer possesses in pesticide = 100% ♦ No quality certificate = Zero	05
6	<b>Annual Turnover (Average of last three years)</b> More than or equal to 20.00 Million US\$ = 100% More than 10.00 but less than 20.00 Million US\$ = 80% Less than or equal to 10.00 Million US\$ = 50%	05

### 3.6.2 Manufacturer's Experience

Sr. No.	Description	Maximum Score
1	<b>Supply of Agro Chemical products to the number of countries other than home country</b> More than or equal to 15 countries = 100% More than or equal to 10 but less than 15 countries = 80% More than or equal to 05 but less than 10 countries = 60% Less than 05 countries = zero (Dis-qualification)	15
2.	<b>Export of Agro Chemical products</b> (Average annual export of last five years) More than or equal to 3000 ton = 100% More than or equal to 2000 ton but less than 3000 ton = 80% More than or equal to 1000 ton but less than 2000 ton = 60% Less than 1000 ton = 50%	15
3	<b>Supply of Agro Chemical products within home country</b> (Average annual supply of last five years) More than or equal to 5000 ton = 100% More than or equal to 3000 ton but less than 4000 ton = 80% More than or equal to 2000 ton but less than 3000 ton = 60% Less than 2000 ton = 50%	10
4	<b>Supply of Agro Chemical products in Pakistan</b> (Average annual supply of last five years) More than or equal to 500 ton = 100% More than or equal to 300 ton but less than 500 ton = 80% More than or equal to 200 ton but less than 300 ton = 60% Less than 200 ton = 50%	10

## Appendix-1

### **Letter of Application**

No.....

Date.....

To,

**Asst. Manager Procurement,**  
STEDEC Technology Commercialization Corporation,  
STEDEC House Adj. Aiwan-e-Science Building,  
Ferozpur Road, Lahore.  
PH: 0092-42-99230545

Sir,

1. Being duly authorized to represent and act on behalf of ..... (hereinafter the "Applicant"), and having reviewed and fully understood all the prequalification information provided in the Prequalification Documents, the undersigned hereby applies to be pre-qualified as a Manufacturer for the "**Agro Chemicals**".
2. STEDEC Technology Commercialization Corporation, Pakistan and its authorized representatives are hereby authorized to conduct any inquiries or investigations to verify the statements, documents, and information regarding our finances and clients in respect of any financial and technical aspects. This Application will also serve as authorization to any individual or authorized representative of any institution referred to in the supporting information to provide such information deemed necessary and requested by you to verify statements and information provided in this Application or with regard to the resources, experience, and competence of the Applicant.
3. This Application is made with the full understanding that:
  - (a) At the time of bidding, bid / tender to be submitted by pre-qualified Applicant will be subject to evaluation as per evaluation criteria of Bid Documents.
  - (b) STEDEC Technology Commercialization Corporation shall not be liable to reimburse any cost whatsoever directly or indirectly incurred by the Applicant in submission of this Application.
4. The undersigned declares that the statements made and the information provided in the duly completed Application are complete, true and correct in every detail.

*Signature of Authorized Person*  
*Name*  
*Official Stamp of the Manufacturer*

**(to be submitted on company's letterhead)**

## **General Information**

The Manufacturers are required to provide following information / documents, which is necessary for evaluating the Application:

### **A. Information of the Manufacturer**

1. Name of the Manufacturer.
2. Factory address.
3. Office address (if different).
4. Telephone & Fax
5. e-mail
6. Contact person

**B.** Certificate of incorporation to be attached, showing legal status of the organization.

**C.** Provide certificate / affidavit that the Manufacturer is not blacklisted by any government department / authority / organization within home country and outside home country.

*Signature & Seal of Authorized Person*

**Organizational Structure of the Manufacturer**

*Applicants are required to provide Organizational Structure of the Manufacturer indicating the details of various departments like Production, Finance/ Accounts, Sales, Quality Management, Human Resource, R&D etc.*

*Please attach list of technical staff showing their qualification and also attach the organogram showing the hierarchy of the organization.*

*Note: All documents to be prepared and attached must have Signature & Seal of Authorized Person*



## **Information Regarding Manufacturing Pesticides**

*The Manufacturers applying for prequalification are requested to provide details of manufacturing Pesticides.*

### **1. Length of Experience of Manufacturing Pesticides**

Manufacturing of Pesticides started in the year = .....

(please attach documentary evidence )

### **2. Quantity of Pesticide products (in last five years)**

S. No	Year	Quantity manufactured (ton)
1	2017	
2	2016	
3	2015	
4	2014	
5	2013	

### **3. Production Capacity per Annum**

Manufacturers are requested to inform regarding their production capacity of manufacturing pesticide products.

Production capacity of manufacturing

pesticide products per annum =.....ton

*Signature & Seal of Authorized Person*

**Financial Record**

*The Manufacturer applying for prequalification is requested to provide details of Financial Record.*

**For the year 2015**

Total assets =..... US\$

Total Liabilities =..... US\$

Total Turnover =..... US\$

**For the year 2016**

Total assets =..... US\$

Total Liabilities =..... US\$

Total Turnover =..... US\$

**For the year 2017**

Total assets =..... US\$

Total Liabilities =..... US\$

Total Turnover =..... US\$

Audited Financial Statements of last three years should be attached as documentary evidence for above records.

*Signature & Seal of Authorized Person*

**Information Regarding export of Agro Chemicals products**

*The Applicants are required to provide the information of export of Agro Chemicals products as per following format:*

Sr. No	Type of Agro Chemicals product	Supplied Quantity (ton)	Name of Country	Year of Supply

◆ Please attach documentary evidence.

*Signature & Seal of Authorized Person*



