

KERALA STATE ROAD TRANSPORT CORPORATION (KSRTC)

EXPRESSION OF INTEREST (EoI)

For Association with KSRTC for Cargo & Logistics Movement Across Kerala

S001-ES0C1/9/2026-EST-KSRTC-HQ

dt.03.10.2026

1. Background

Kerala State Road Transport Corporation (KSRTC), having an extensive operational network covering all districts of Kerala and an established Courier & Logistics Service, proposes to expand its logistics operations into cargo transportation and integrated logistics services.

KSRTC intends to associate with experienced cargo operators, logistics companies, freight forwarders, transport agencies, aggregators, e-commerce/logistics service providers, and other eligible agencies for transportation and handling of cargo from airports, seaports, railway stations, industrial locations, warehouses, distribution centres, commercial establishments and other identified locations to destinations across Kerala and other suitable locations.

2. Objective

The primary objective of this initiative is to utilise KSRTC's extensive transport network, available infrastructure, bus services, depots and operating centres for establishing a reliable and affordable cargo movement network.

The proposed association will facilitate:

- Movement of cargo from airports, ports, railway stations and logistics hubs.
- Transportation of commercial consignments between major cities and districts.
- First-mile and last-mile cargo collection and delivery through suitable arrangements.

- Transportation of parcels, documents, commercial goods and other permissible cargo.
- Movement of goods between warehouses, distribution centres, business establishments and customers.
- Integration with e-commerce and organised logistics networks.
- Development of depot-based cargo collection, storage and distribution facilities.
- Efficient utilisation of KSRTC's scheduled services and dedicated cargo vehicles.

3. Proposed Scope of Association

KSRTC proposes to explore association with suitable partners for one or more of the following activities:

1. **Airport Cargo Movement** – Collection and transportation of cargo from international/domestic airports to various destinations.
2. **Port Cargo Movement** – Transportation of cargo from seaports, including containers/packages and other permissible consignments, to identified destinations.
3. **Railway Cargo Movement** – Collection and distribution of parcels/cargo received through railway logistics networks.
4. **Industrial & Commercial Cargo** – Transportation of goods from manufacturers, traders, institutions and commercial establishments.
5. **Warehouse & Distribution Logistics** – Movement of cargo between warehouses, depots, distribution centres and delivery points.
6. **E-commerce Logistics** – Transportation and distribution of e-commerce consignments through KSRTC's network.
7. **Dedicated Cargo Services** – Deployment/leasing of dedicated cargo vehicles, including cargo container vehicles, wherever required.
8. **Intermodal Logistics** – Development of coordinated road-based logistics services connecting airports, ports, railway stations and other transport modes.

4. Role of KSRTC

Subject to the nature of the proposed association, KSRTC may provide:

- Access to its extensive network of depots and operating centres.
- Transportation capacity through scheduled KSRTC services, wherever feasible.
- Dedicated cargo vehicles/leased vehicles as may be arranged.
- Cargo collection and handling facilities at identified locations.
- Manpower and operational support as mutually agreed.
- Network connectivity covering all districts of Kerala.
- Support for establishing depot-based cargo hubs and distribution points.
- Branding and market visibility through the KSRTC network.

5. Role of the Partner

The selected cargo/logistics partner may be required to provide, as applicable:

- Cargo aggregation and booking.
- Collection and delivery arrangements.
- Cargo handling, sorting, packaging and documentation.
- Technology platform for booking, tracking and delivery management.
- Customer support and complaint redressal.
- Necessary manpower and equipment.
- Compliance with applicable statutory and regulatory requirements.
- Cargo insurance and other risk-management arrangements, as mutually agreed.
- Business development and identification of cargo-generating clients.

The detailed roles and responsibilities shall be finalised based on the nature and commercial model of the proposed association.

6. Eligible Partners

Expression of Interest is invited from reputed:

- Logistics and freight forwarding companies
- Cargo operators
- Courier and parcel service providers
- E-commerce logistics companies
- Airport/port cargo operators
- Transport and fleet operators
- Warehousing and distribution companies
- Logistics aggregators and technology companies
- Other organisations having relevant experience and capabilities

Applicants should have adequate technical, operational, financial and managerial capability to undertake the proposed activities.

7. Possible Models of Association

KSRTC is open to considering suitable commercial models, including:

- Revenue-sharing arrangement
- Service/commission-based model
- Fixed-fee plus revenue-sharing model
- Dedicated vehicle leasing/operation model
- Depot-based cargo hub model
- Joint marketing/business development arrangement
- Any other mutually beneficial model proposed by the applicant

The final model will be determined based on the scope of services, investment requirements, risk allocation and commercial viability.

8. Information to be Submitted

Interested organisations may submit an EoI containing:

1. Profile of the organisation.
2. Registration/incorporation details.
3. Experience in cargo/logistics operations.
4. Existing network and geographical coverage.
5. Details of major clients/projects handled.
6. Details of available fleet, warehouses and logistics infrastructure.
7. Technology and cargo tracking capabilities.
8. Proposed scope of association with KSRTC.
9. Proposed business and revenue model.
10. Estimated cargo volume and business potential.
11. Investment proposed by the partner, if any.
12. Any other suggestions for strengthening KSRTC's Courier & Logistics operations.

9. Important Note

Submission of an EoI shall not constitute a commitment by KSRTC to award any contract or enter into an agreement with the applicant. KSRTC reserves the right to evaluate the proposals, seek further information, conduct discussions/presentations and adopt an appropriate procurement/selection process for implementation of the proposed cargo and logistics initiatives.

10. Submission of EoI

Interested organisations may submit their Expression of Interest to:

The Managing Director

Kerala State Road Transport Corporation (KSRTC)

Transport Bhavan, Fort

Thiruvananthapuram – 695023, Kerala

Email: estate@kerala.gov.in

The EoI shall be submitted within 7 days from the date of this notice.

11. Proposed Outcome

Through this initiative, KSRTC proposes to develop an integrated and state-wide cargo/logistics network, leveraging its established transportation infrastructure and extensive operational reach, while partnering with specialised logistics agencies for cargo aggregation, handling, technology, first-mile and last-mile services.

The initiative is expected to strengthen KSRTC's existing Courier & Logistics operations, generate additional non-fare revenue, improve utilisation of available infrastructure and create new employment and business opportunities in the logistics sector.