

EOI Reference No. 78992/2025-26**Date: 28 August 2025****Invitation For Expression of Interest (EOI) For Empanelment of External Consultant for
Lenders Insurance Advisor (LIA)**

Department of Climate Action and Sustainability (DCAS)
Head Office, NABARD
Office Address:
Phone: 022 2653 9494
Email: dcas@nabard.org

The National Bank for Agriculture and Rural Development ("NABARD"), a premier financial institution focusing on agriculture, rural development, and infrastructure projects, invites Expression of Interest (EOI) for empanelment of consultants as Lenders Insurance Advisor (LIA) of the projects related to climate change (directly/indirectly), as and when required from the eligible entities (viz. individuals/ proprietorship/partnership firms/ company) fulfilling the eligibility criteria and other terms outlined below:

1. Eligibility Criteria

- a) The applicant must be individual, proprietor, company, partnership firm, or LLP.
- b) The applicant must furnish required details/ documentary evidence to conclusively demonstrate availability of technically qualified staff with it, for undertaking assignments as LIA.
- c) The applicant should have a valid Composite Broker License and / or Direct Broker License issued by Insurance Regulatory and Development Authority of India (IRDAI) or any other such Statutory Authority of India
- d) The individual, proprietor, partnership firm, company, or LLP should not have been delisted or de-panelled by any other Bank or Financial Institution, at present and also in the past.
- e) The applicant should not have been blacklisted by the Indian Banks' Association (IBA) or any Bank/Financial Institution/ Government body or any other regulatory agency.
- f) The applicant with pending complaints filed with CBI, Serious Fraud Investigation Cell are not eligible for empanelment. A self-attested affidavit on non-judicial stamp paper declaring that no complaint is pending against them in this regard must be submitted by the entity.

2. Experience and Educational Requirements

- a) The applicant should have completed at least five assignment in the past as Lenders' Insurance Advisor or in similar capacity in Infrastructure Sector as on the submission date of bid. The applicant should submit documentary proof in

support of the completed assignments in the form of a Letter of Award along with proof for receipt of payment from clients or completion certificate. The applicant's performance on at least 3 projects appraised in the past 3 years will be evaluated.

- b) The applicant should be empanelled as LIA with atleast 03 banks on date of submission of bid and must have an experience of working as LIA in infrastructure projects for atleast five years.

3. Qualification Requirements

- a) The consulting team should include professionals with qualifications in relevant areas:
 - I. Professionals with experience in project finance insurance
 - II. Person/s with Degree in the area of Finance, Banking, Risk Management, Insurance or similar nature is desirable.
 - III. Engineers (BE/BTech/MTech) in relevant field for technical analysis.
- b) Directors, promoters, or partners of LIA should be experienced professionals, with more than 05 years of experience in the relevant field.
- c) If the applicant is a company, there must be a minimum of 3 professional directors, each with more than 5 years of experience, individually.

4. Affiliation with Professional Bodies

- a) The applicant must be registered or a member of a relevant professional body or agency.
- b) The staff of the applicant should be members of recognized institutions
- c) The consultant shall have affiliation with professional bodies.
- d) The staff of applicant should be members of Institutions of Valuers / Association of Engineers / Institute of Engineers / Registration under Companies (Registered valuers and valuation) Rules 2017 for which Insolvency and Bankruptcy Board in India (IBBI) is the competent authority

5. Tenure of Empanelment & fee structure

The tenure of the empanelment will be for two (2) years from the date of empanelment i.e. from the date the letter is issued, unless specifically de-empaneled by the Bank at its discretion in the interim. The fee structure will be mutually agreed upon by the borrower and the service provider on case-to-case basis and as per industry standard.

Once the assignment is awarded it will be considered independent of the proposed tenure and shall be valid until conclusion of the Assignment roles.

Indicative Scope of Work

Scope of work for each project shall change depending on the type of the project, however, an indicative list of coverage of LIA works is given as under.

- a) LIA would review all Project agreements/documents and comment on the insurance requirements, including but not limited to risks and interrelationship of risks associated with the Project, including, without limitation, contractual risks, financial risks (relating to delay or termination), political risks, risk associated with third parties, technical risks, or the risk of business interruption and insurance implications for the Lenders and Project as a whole.
- b) The LIA would be required to undertake a Risk Review of the Project, identify the major exposures, highlighting the Critical Issues raised for carrying out the Scope of Work confirming compliance with all Conditions Precedents of the Loan / Security Documents and advise as to how they can be mitigated by Insurance Cover/ Arrangements in line with good industry practice including, but not limited to the following: i. Physical Damage Risks to the Project facilities during the Construction Phase ii. Advance loss of Profits and / or Business Interruption Risks; iii. Employers/Workman's Compensation, Third Party Liability insurance with Cross Liability and/or Common Law Liability Exposures; iv. Liability Risks (including Employers Liability, Marine, Cargo & Goods-in- Transit); v. Environmental Liability Risks including loss of risk to tile surrounding property and vi. Physical Damage risks to other assets such as offices, vehicles, plant, machinery and equipment (s) etc. vii. Sub-contractors' insurances, if applicable viii. Any other risks
- c) Provide an opinion on the structure and adequacy of the proposed insurance cover for the construction and operational phases, and detailed policies, as available.
- d) Advise the Lenders and legal/technical advisers of any implications to the proposed construction and operational cover, as well as any implications to the perfection of the Lenders' security interest in the insurance policies and proceeds.
- e) Discuss the exclusions, deductibles and excesses applicable to the proposed insurances and comment on any potential risks to the Lenders and what is considered normally available.
- f) Provide a recommendation on the minimum financial rating standard of the insurers (and re-insurers, as applicable).
- g) Liaise with the legal counsel and the Lenders with respect to the drafting of all elements of the insurance requirements in the loan documentation and the perfection of the Lenders' security interest in the insurance proceeds.

h) Review and comment on the proposed insurance package/proposed insurance package, suitability of the sum insured, Adequacy of sums insured and limits (taking probable maximum loss estimates into account), Adequacy of the Insurance Policy Wordings, Premium Costs and Projections, Deductible Levels, Warranties and Exclusions

i) Liaise with the Lenders Engineer and the Lenders with regard to the cost in terms of likely future premia payable to maintain an adequate level of insurance cover as allocated within the financial pro-forma.

j) Immediately, prior to the financial close, the LIA will certify that the required insurances are in place and conform to the requirements of the loan documentation.

k) Identification of significant Residual Risks that are uninsured and comment on their insurability e.g., those that are generally insurable, or have limited insurability and/or difficult and/or expensive to insure and also Identification of additional Insurance Protection for Lenders including the availability of non-vitiation, assignments and loss payee clauses, etc.

m) Ensure compliance with all applicable legislation/laws for the time being in force.

n) Review and comment on the insurance related provisions in the Loan Documentation / Security Documents (including assisting Legal Counsel in the drafting of the Minimum Schedule of Insurance). Ensuring proper insurance related documentation and inclusion of insurance related relevant clauses in the Lenders' Loan Documentation / Security Documents

o) Reinsurance

p) Prior to the project completion, audit and certify that the Operational Insurance Package is in accordance with the good industry practice.

q) Audit and report on the Annual Renewal of Operational Insurance Package in general and with respect to the following in particular i. Availability of Insurance and whether they are properly affected; ii. Security of Insurers; iii. Compliance with Schedule of Minimum Insurance requirements for Operational Phase; iv. Incorporation of the agreed Lenders' interest provisions in the insurance Package; v. Continuity of cover throughout Operational Phase; vi. Market availability of Insurance; and vii. Inflation-and Capital Additions, which need to be reflected in the Sums Insured.

r) Advise Lenders of any material Adverse Change in circumstances, which may necessitate an immediate Review in whole or in part, of the Insurance Package. Advise and assist in the negotiation of any changing requirements for the Insurance Package.

s) Immediately, prior to the financial close, the LIA will certify that the required insurances are in place and conform to the requirements of the loan documentation. Provide on-going advice, assistance and services on Risk and Insurance related aspects of the Project, as required by Borrower and the Lenders from time to time;

t) Advise the Lender on adequacy etc. of various Insurance Arrangements, Packages, the Contractors' All Risks (CAR), Escalations, Extended Maintenance, Design Drafts, issues relating to Renewals, Reinsurance, Assignment of the Policies, Settlement of Claims etc., on continuing basis.

u) Any other matter relevant to the Project in the considered view of the Lenders Insurance Advisor. The scope of services provided above is not exhaustive but only indicative and it shall be the sole responsibility of the Lenders Insurance Advisor to render all consultancy and advisory services required to fulfill the obligations broadly envisaged herein.

Note: Scope of services provided above is not exhaustive but only indicative. It shall be the sole responsibility of the LIA to render all services required to fulfill the respective obligations broadly envisaged herein above. Further, LIA may have to provide written opinions/ clarifications on any of the techno-commercial issues related to the project as requested by the Lenders.

It is under Bank's Discretion to select an applicant, and the decision of the Bank would be considered as final.

How to Apply

Interested and eligible entities may submit their application in the prescribed format complete in all respects. Applications must be submitted in a sealed envelope superscribed as **"Expression of Interest (EOI) for Empanelment for Lenders Insurance Advisor (LIA) "** to the following address:

The Chief General Manager

Department of Climate Action & Sustainability (DCAS)
04th Floor, C Wing
National Bank for Agriculture and Rural Development (NABARD)
Head Office, Plot No. C-24, G Block,
Bandra-Kurla Complex
Bandra (East), Mumbai – 400051

The last date for submission of the application form is **[within three weeks/ 21 days of floating this advertisement]**, till **5:00 PM**. Applications received after this deadline will not be entertained.

In case of any queries, please connect with us at dcas@nabard.org.

General Information

- a) *Submission of an application and fulfillment of eligibility criteria does not guarantee empanelment.*
- b) *NABARD reserves the right to modify or relax the eligibility criteria if a sufficient number of eligible applications are not received.*
- c) *NABARD reserves the right to reject applications at its sole discretion without assigning any reasons.*
- d) *Incomplete applications or those lacking required documents/information will be summarily rejected.*
- e) *NABARD reserves the right to verify or cross-check the information submitted.*
- f) *Empanelment does not guarantee the award of work; empaneled Firms will be considered for project-specific assignments.*
- g) *NABARD reserves the right to categorize empaneled Firms based on its requirements.*
- h) *NABARD reserves the right to cancel or defer the empanelment process without prior notice or explanation.*

Application format

Annexure A

[Company's/Firm's Letterhead]

Date:

To,

The Chief General Manager

DCAS,

04th Floor, C Wing

National Bank for Agriculture and Rural Development (NABARD)

Head Office, Plot No. C-24,

G Block, Bandra-Kurla Complex

Bandra (East), Mumbai – 400051

Subject: Application for Expression of Interest (EOI) for Empanelment of Lenders Insurance Advisor (LIA)

Dear Sir/Madam,

We, (Name of the Firm/Company), hereby submit our application for empanelment as a Consultant for **Lenders Insurance Advisor (LIA)**, on the NABARD Panel.

In this regard, we have enclosed the requisite supporting, information, and documents as per the details provided for the empanelment process as under:

Section	Details
1. Name and Office Address	
Details of Promoters	Name, Full Address, DIN, PAN, Passport, Other Identifiers (Aadhar Card No., Driving License)
Contact Information	Name, Contact No., & Email ID of Concerned Officials
2. Constitution	Enclose copies of by-laws, memorandum & articles of association, or partnership deed as applicable.
3. Date of Establishment / Registration / Incorporation	
4. Date of Commencement of Business	
5. Details of Offices/Branches of the Firm/Company	
6. PAN/TIN No.	
7. Goods & Service Tax No. (Registered Office)	
8. Details About the Firm/Company	

Section	Details
a) Brief Profile of the Firm	
b) Nature of Present Activity of the Firm/Company	
c) Brief Particulars of Activities Other Than LIA	
Applicants Financial Information (as of Date) (in Lacs)	
1) Paid-up Capital	
2) Net Worth	
3) Income/Revenue	
4) PAT	
5) Borrowings	
6) Debt/Equity Ratio	
d) Existing Banker Details	
e) Engineering/Technical Degree of Promoters/Partners/Directors/Key Experts	Include Name, Designation, Technical Qualifications, Experience, etc.
f) Area of Specializations/Industry/Sectors for LIA report	Specify Industry/Sub-Industry and Project Outlay for which expertise is demonstrated
g) Details of Technical & Managerial Staff	Qualifications and Numbers (e.g., BE/BTech, MBA, CA, etc.)
h) Details of Present Set-Up/Infrastructure for LIA Work	Description of facilities and capabilities for handling LIA work
i) Any Other Credentials Worth Mentioning	Include supporting documents where necessary
9. Current Empanelment as LIA with Banks/Financial Institutions	Provide Name of Bank and Empanelment Date. Copy of current/active empanelment letters to be enclosed
a) Past Experience as LIA	Name of Bank, Client Name & Address, Date of Assignment, Loan Amount, Nature of Work, Assignment Completed On, etc.
10. Depaneling/Delisting/Blacklisting by Any Bank/FI	Provide details if the firm or any director/promoter/partner has been depanelled/delisted/blacklisted by any Bank/FI in the past
11. Regulatory Compliance Issues	Describe any regulatory compliance issues faced by the agency/promoters in the past 5 years and current status

Please attached the relevant documents wherever required along with last 3 LIA reports, not older than 03 financial years

I/We hereby solemnly declare that our firm/company is not debarred or delisted by any Bank, Financial Institution (FI), Reserve Bank of India (RBI), or any other governing body for professional misconduct. Furthermore, our services have not been found deficient by any Bank or FI.

Undertaking by the applicant**Annexure B**

I/We further declare that the information provided in this application is complete, accurate, and truthful to the best of my/our knowledge. No information has been concealed or omitted. I/We understand that any discrepancies or false information may result in immediate cancellation or de-empanelment from the panel as a Lenders Insurance Advisor (LIA)

I/We confirm that all necessary supporting documents are enclosed with this application.

Name of Authorised Signatory:

Signature:

On Behalf of the Firm

Name of the Firm/Company: _____

List of documents to be enclosed	Annexure C
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Sr. No.	Document Name
01	Duly Filled Application form-Annexure A
02	Company/Firm Profile
03	Copy of Registration with ROC/ ROF, Memorandum & articles of association/partnership deed of company / partnership firm / LLP
04	PAN Card of the individual/firm/company, GST Registration Certificate of firm/company
05	Last 2 years ITRs in case of individuals, last 2 years audited financial statements in case of firms/companies
06	Certificates of Educational Qualification of promoters/partners/directors/ Key technical staff and certificates of Registrations/Membership with professional bodies/organizations
07	Letters of empanelment from other Banks/Financial Institutions
08	Detailed CV of key personnel, including that of technical experts along with copies of testimonials
09	Letters of LIA assignments issued by FIs in India etc
10	Sample copies of atleast 03 LIA Reports prepared by the applicant in the past 3 financial years
11	The individual/proprietor/Partner/Director/ Partnership firm/Company/LLP/ Group Concern should not be delisted/De-empaneled/Blacklisted by any other Bank/FI/IBA/any other Organization/Agency (a declaration in this regard is to be provided in the agency's letterhead)
12	Undertaking by the applicant- Annexure B

(All submitted documents to be self-attested on bottom of every page)

The aforesaid document list is illustrative and not exhaustive. The Bank may call for such other/additional documents as may be considered necessary for verifying the eligibility or competence of the applicant.

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