



**IndianOil**  
A Maharatna  
Company

इंडियन ऑयल कॉर्पोरेशन लिमिटेड  
गुडगाँव सफ्टवेयर पार्क  
83, इंस्टीट्यूशनल एरिया,  
सेक्टर-18, गुडगाँव-122 001 (हरियाणा)

**Indian Oil Corporation Limited**  
GURGAON DIVISIONAL OFFICE  
83, Institutional Area, Sector-18,  
Gurgaon - 122 001 (Haryana) India  
Ph. : +91-124-2340313  
Fax : +91-124-2342251

विपणन प्रभाग

Marketing Division  
IN000086/HR./000006/1103/00004

Date 14.05.2014

Shri Pratap Singh Yadava  
S/o Shri Chhabila Ram Yadava,  
VPO- Pithrawas  
Distt- Rewari  
Haryana-123401

Dear Sir/Madam,

**Sub : Letter of Intent for proposed B Site dealership at BETWEEN KM STONE 60 TO 62 on Rewari Narnaul Road on SH-26 District REWARI State Haryana under OPEN category.**

We refer to your application for award of Retail Outlet dealership and subsequent interview held on 31.01.2013. It is intended to offer you the B Site Retail Outlet dealership of Indian Oil Corporation Ltd on the following terms & conditions:

1. You have stated in your application that you are having firm offer for a plot of land situated in **KHE.38/36, KHA.41, MUST.25\*(SEE REMARKS)**, measuring 35 M X 35 M in Village **DHANI SANTO , REWARI**, District **REWARI**. Accordingly, you are required to procure the particular plot of land as indicated by you either purchased by you or leased to you for a minimum period of 19 years 11 months and make available the same for setting up of **Retail Outlet** along with all the statutory permissions within a period of **TWO** months from the date of this letter.
2. You will make all financial and other arrangements for operating the Retail Outlet dealership including the following steps within 6 months from the date of this letter:
  - i) Follow up with District/Local Authorities in order to ensure that the sanctions for construction of building and other facilities are obtained for operating the subject dealership.
  - ii) Provide all mandatory facilities i.e. Permanent sales bldg including Public Toilet ,Paved/RCC driveway ,Yard lighting ,Canopy ,Compound wall / Chain link fencing ,Applicable RVI elements ,Air facility including electrification, safety equipment & site specific customer service facilities as may be specified by the IOCL from time to time for operating the Retail Outlet.
3. To enable you to operate the above said dealership, we will provide storage tanks and pumps for operating the dealership.
4. For the facilities that may be provided by the Corporation as aforesaid, we will recover from you license fee as may be decided by the Corporation and applicable from time to time. At present, the license fee recoverable is Rs. 13/- per kl on MS and Rs. 11/- per KL on HSD plus applicable taxes in this regard
5. After completion of the facilities, you shall within a period of one month arrange to obtain Retail Selling License and other permits / permissions / licenses that may be necessary for commissioning and operating the dealership as may be required under any Central / State Govt. / Municipal or Local Authorities which are currently in force.

Contd .. 2

अति उत्तम सेवा के लिए आपका धन्यवाद है। यदि कोई प्रश्न/संशय हो तो कृपया हमसे संपर्क करें।

6. The Corporation will not be held liable for any loss or damage on account of delay that maybe incurred in providing you the facilities mentioned above, whatever may be the cause of such failure or delay.
7. You will have to deposit an amount of Rs 300,000.00 towards interest free Security Deposit. The amount will be forfeited in event of termination on account of adulteration/malpractice .
8. This letter is merely a Letter of Intent and is not to be construed as a firm offer of dealership to you. The dealership to you will, on your complying with the conditions spelt out herein above be confirmed / formalized by an appointment letter and followed by the signing of our Standard Dealership Agreement(a copy of which can be obtained from this office).
9. If already employed you will have to submit acceptance of resignation letter from your employer, prior to the issuance of Appointment Letter by us.
10. If we find that the progress being made by you towards the above is not to our satisfaction, this offer is liable to be withdrawn.
11. The LOI will stand automatically withdrawn and cancelled on the happening of any of the following events:
  - (a) If it is found that you have suppressed and / or misrepresented any material facts in your application submitted for award of subject dealership.
  - (b) If it is found that you are convicted for any criminal / economical offence involving moral turpitude .
12. You will not change the constitution/legal entity of Retail Outlet dealership without prior written approval of the Corporation
13. You will always abide by all requirements set forth by the corporation including those relating to quality, quantity, customer service & branding initiatives like XTRACARE as applicable from time to time.
14. In addition to petroleum products, the operation of Non fuel facilities or any other income generating schemes shall be carried out with prior permission from the Corporation and also you will abide by the model developed by IOC if any in this regard.
15. Should you require any further details / guidance, please get in touch with our office at the below mentioned address.

Gurgaon Divisional Office  
83, Institutional Area, Sec 18  
Gurgaon

Remarks - \* Killa no. 16/2, 17,18,23,24,25/1. The plot size should conform to the statutory norms of Govr. of Haryana for a Setting up of a Retail Outlet.

Please acknowledge receipt of this letter.

Thanking you,

Yours faithfully,  
For Indian Oil Corporation Ltd.

(BAJRABAHU UPADHYAYA)  
Ch Divisional Retail Sales Manager

#### ACKNOWLEDGEMENT

I hereby accept this Letter of Intent with all the terms and conditions stipulated therein.

Place :

Date :

Signature of Dealer Select

LOI Ref No. 2014/IN000086/HR./000006/1103/00004

Date 14.05.2014

Shri Satap Singh Yadava  
S/o Shri Chhabila Ram Yadava,  
VPO- Pithrawas  
Distt- Rewari  
Haryana-123401

Sub : Proposed Retail Outlet dealership at BETWEEN KM STONE 60 TO 62 District REWARI State Haryana  
under OPEN category

NOO:

CC : State Retail Head : Vide ref. GDO/RO/LOI dtd. 15.04.2014 approval was obtained for issue of LOI.  
Accordingly the above LOI has been issued. This is for your kind information & records.