



Indian Oil

A Maharatna
Company

इंडियन ऑयल कॉर्पोरेशन लिमिटेड

Indian Oil Corporation Limited

अमृतसर मंडलीय कार्यालय

Amritsar Divisional Office

पहली मंजिल, एस.सी.ओ. 89, डिस्ट्रिक्ट शॉपिंग सेंटर स्कीम,

रणजीत ऐवन्यू, अमृतसर - 143001.

दूरभाष : 0183-2508878, टेलीफैक्स : 0183-2508877

1st Floor, SCO 89, Distt. Shopping Centre Scheme,

Ranjit Avenue, Amritsar - 143001(Pb.)

0183-2508878, Telefax : 0183-2508877

Date 03.05.2012

LOI Ref No. 2012/IN000435/PB./000016/1206/00010

SH. VINAY CHOPRA
S/O SH. JAGMOHAN CHOPRA
DHANGU ROAD,
HOUSE NO.103, JODHAMAL COLONY,
PATHANKOT - 145001

Dear Sir/ Madam,

Sub : Letter of Intent for proposed B Site dealership at MAMOON CHOWK TO MADHOPUR (DEFENCE ROAD) District PATHANKOT State Punjab under OPEN category.

We refer to your application for award of Retail Outlet dealership and subsequent interview held on 16.03.2012. 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 a plot of land situated in 23R/21/2/1, 20/1/2, 21/1/1, measuring 30M X 30M in Village KAHANPUR, PATHANKOT, District PATHANKOT on ownership. Accordingly, you are required to make available the particular plot of land as indicated by you along with all the statutory permissions required for the Retail Outlet 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, Asphalted Driveway with RCC paver in and around pump island, Yard lighting, Compound wall / Chain link fencing, Applicable RVI element, 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 k 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

Neeraj Gupta
Dy Manager (Retail Sales)
Indian Oil Corporation Ltd
Pathankot

मंडलीय कार्यालय : इंडियन ऑयल भवन, जी-9, अली यावर जंग मार्ग, बंदा (पंजाब), मुंबई-400 051 (भारत)

6. The Corporation will not be held liable for any loss or damage on account of delay that may be 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 100,000.00 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, the 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.

IOCL Amritsar DO

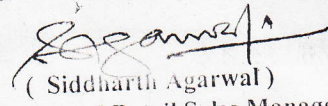
AMRITSAR

Remarks -

Please acknowledge receipt of this letter.

Thanking you,

Yours faithfully,
For Indian Oil Corporation Ltd.

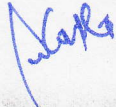

(Siddharth Agarwal)
Sr. Divisional Retail Sales Manager

ACKNOWLEDGEMENT

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

Place :

Date :


Neeraj Gupta
Dy Manager (Retail Sales)
Indian Oil Corporation Ltd.
Pathankot. Signature of Dealer Select