



Ref. No. UPE/Shahbad /LOI

Date: 26-10-2020

M/s Balaji Fuels
Mrs. Neeta Bansal
Near Balaji Cold Storage
Shahbad Hardoi Road,
Shahbad, Distt. - Hardoi
Uttar Pradesh – 241124

Dear Sir,

Sub: Letter of Intent for appointment of Dealer for Reliance BP Mobility Ltd's (Reliance BP's) Retail Outlet, as a "Dealer Owned Dealer Operated (DODO) Outlet."

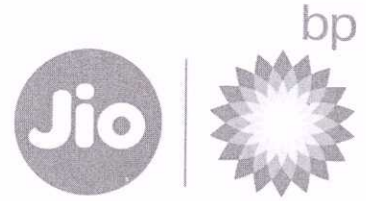
1. We refer to your application no. Shahbad 001 dated 10th -Sep-2020.
2. We have to place on record that during our recent discussions you have –
 - A) represented and warranted to us that: -
 - i) you are not an existing dealer of any oil company; and
 - ii) you have fully appraised yourself of the provisions of all applicable laws and relevant rules, regulations and notifications relating to business of retail sales of petroleum products and allied products; and
 - iii) you do not have any criminal record; and
 - B) During the course of the discussions we confirm having explained to you that,
 - i) We have been granted authorization by the Government of India for marketing and selling Motor Spirit (MS) and High Speed Diesel (HSD) and we are also a parallel marketer of Auto Liquefied Petroleum Gas (ALPG) and hold the required rating certificate for marketing and selling Auto Liquefied Petroleum Gas under the extant Rules and regulations;
 - ii) That the pricing of Petroleum products is dynamic
 - iii) That our Retail Selling Price of petroleum products will/ may vary from that of the Retail Outlets of Public sector or Other Oil Companies, and it could be higher, lower or equal to the Retail Selling Price of adjacent retail outlets of other Oil Marketing Companies.
 - iv) There is or will be no financial subsidy or support available to you;

Reliance BP Mobility Limited.

State Office (UPE): Eldeco Corporate Chamber - 2, 9th floor, Vibhuti Khand, Gomti Nagar, Opp. Mandi Parishad, Lucknow- 226010

Registered Office: Maker Chambers IV, 3rd Floor, 222 Nariman Point, Mumbai-400 021, India. CIN: U50100MH2015PLC327401

For Reliance BP Mobility Limited
Karen Jais
Authorized Signatory



- v) That no charge, mortgage or hypothecation can be created by you on the Retail Outlet land and /or assets towards security for the repayment of any loan that you may avail for the operation of the retail outlet.

C) During the course of discussions, you have agreed -

- a) To be appointed as non-exclusive Dealer for sales of petroleum products and/or allied services at the aforesaid retail outlet at Gata No. - 6887, 6888, Village – Shahbad Andar, Near Balaji Cold Storage, Shahbad Hardoi Road, Shahbad, District – Hardoi, Uttar Pradesh, 241124 for Thirty years;
 - b) To pay to Reliance BP, within one week from the date of this letter a sum of Rs. 3,54,000 (Rupees Three Lakh and Fifty-Four Thousand Only), towards expenses incurred/to be incurred by us as processing charges for processing of documents, administrative expenses etc., plus applicable GST thereon i.e., (Rs. 3,00,000+Rs. 54,000 = Rs. 3,54,000) which shall not be refundable under any circumstances. An Invoice in respect of this payment will be issued to you in due course after receipt of the payment.
 - c) To provide an initial non-interest bearing security deposit of Rupees 23,50,000 lacs (Rs. Twenty-Three Lakh Fifty Thousand Only) within 45 days of LOI
 - d) To construct, at your own cost, a Retail outlet and lease the Land along with Retail Outlet constructed thereon to Reliance BP for Thirty years.
 - e) to construct, maintain and operate the Retail Outlet in accordance with the standards and guidelines stipulated by us and adhere to the timelines and achieve milestones that may be agreed during the initial joint kick-off meeting and subsequent periodic review and take corrective action as decided during these meetings. Reliance BP shall be entitled to withdraw/cancel the Letter of intent, for any non-adherence to these guidelines/timelines/milestones or non-compliance with the guidelines issued from time to time.
 - f) To meet any and all other terms and conditions intimated by Reliance BP from time to time.
3. Relying upon your aforesaid representations and subject to Title search of your above Land and your fulfilling all the above terms and conditions, it is Reliance BP's intent to appoint you as Dealer for the Retail Outlet located at Gata No. - 6887, 6888, Village – Shahbad Andar, Near Balaji Cold Storage, Shahbad Hardoi Road, Shahbad, District – Hardoi, Uttar Pradesh, 241124.
4. Kindly note that your appointment is not exclusive and Reliance BP is at a liberty to appoint other dealer/dealers in the foregoing area at Reliance BP's sole discretion.
5. This Letter of Intent shall be valid for a period of Ninety (90) calendar days from the date hereof, during which period you shall obtain all statutory, approvals, licenses which are required to be obtained by you, and start the construction of Retail Outlet in compliance with the plans and specifications thereof duly furnished by us to you, and also facilitate submission of applications by Reliance BP and

Reliance BP Mobility Limited.

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For Reliance BP Mobility Limited
Karan Datta
Authorized Signatory



follow up/facilitate obtaining of approvals, permissions, licenses which are essential for the commencement work such as NOC of District Authorities, approval from PESO, approval from NHAI/PWD and other authorities as may be required, thereupon an agreement (a copy of which is attached herewith) appointing you as Reliance BP's Dealer for sale of petroleum products (hereinafter referred to as the "the Agreement") shall be executed.

6. The terms and conditions specified herein are not intended to cover all the terms and conditions of the Agreement
7. In acknowledgement of the acceptance of this Letter of Intent, please sign a copy of this letter in the space provided below and return it to the undersigned, within 7 days from the date of this letter.
8. While returning the accepted copy of this LOI, kindly provide the following information:
 - i.) Name and style of the firm (subject to our approval), in which you would like to operate along with an authenticated copy of the Partnership Deed or any such documents applicable to the particular structure of your firm, if any.
 - ii.) Complete address for correspondence with telephone, e-mail address, and fax numbers
 - iii.) Income Tax Permanent Account Number
9. Upon expiry of this Letter of Intent by efflux of time, neither party shall have any claim of any nature whatsoever against the other

Looking forward to a cordial and mutually rewarding business relationship.

Thanking You

Yours faithfully

For Reliance BP Mobility Limited.

Name: Rohit Sharma
Title: State Head

Agreed to and accepted by:

Name: Mrs. Neeta Bansal
Title: Proprietorship

For Reliance BP Mobility Limited

Authorized Signatory

Reliance BP Mobility Limited.

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