



**IndianOil**  
A Maharatna  
Company

इंडियन ऑयल कॉर्पोरेशन लिमिटेड

गुडगाँव मण्डलीय कार्यालय

83, इन्स्टीट्यूशनल 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

LOI Ref No. 2012/IN002762/HR./000195/1103/00037

Date 14.12.2012

Shri Vijay Jain  
s/o Shri Baru Ram  
A-45, 100 Feet Road,  
Chawla Colony, Ballabhgarh  
District Faridabad-121004, (Haryana)

Dear Sir/Madam,

Sub : Letter of Intent for proposed B Site Kisan Seva Kendra (KSK) dealership at BALLABHGARH SOHNA ROAD Between 14 KM Stone to 18 KM Stone, MDR 133, OML District FARIDABAD State Haryana under OPEN category.

We refer to your application for award of Kisan Sewa Kendra dealership and subsequent interview held on 30.10.2012. It is intended to offer you the B Site Kisan Sewa Kendra dealership of Indian Oil Corporation Ltd on the following terms &

1. You will procure a suitable plot of land ( Minimum dimension (SEE REMARKS) ) either purchased by you or leased to you for a minimum period of 19 years 11 months after getting suitable clearance from us in writing for the particular plot of land and make available the same for setting up of Kisan Seva Kendra 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 ,Yard lighting ,Compound wall / Chain link fencing ,Applicable RVI elements ,Non-Fuel facilities (subject to potential) ,Air facility ,Driveway including electrification, safety equipment & site specific customer service facilities as may be specified by the IOCL from time to time for operating the Kisan Seva Kendra.
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.
  - i) At present, up to a combined sales volume (MS+HSD) of less than 600 kl in a financial year, the license fee recovery shall be Nil.
  - ii) On achieving a combined sales volume (MS+HSD) of 600 kl or more in a financial year, license fee shall be recovered from the first month of the next financial year. 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.
  - iii) After commencement of SSLF recovery, even if the sales volume drops below the minimum combined sales volume (MS+HSD) of 600 KLPA, the recovery shall continue as per (ii) above.

*Handwritten signature and date*  
16.12.12

Contd.. 2

रजि. कार्यालय : जी-9, अली यावर जंग मार्ग, बान्द्रा (पूर्व), मुम्बई-400 051  
RGED. OFFICE : G-9, ALI YAVAR JUNG MARG, BANDRA (EAST) MUMBAI-400 051 (INDIA)

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.
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 **10,000.00** 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 **Kisan Sewa Kendra** 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.

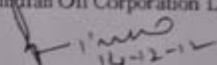
Gurgaon Divisional Office  
83, Institutional Area, Sec 18  
Gurgaon

**Remarks** - The offered land size should conform to the statutory norms of Haryana Government for development of retail outlet.

Please acknowledge receipt of this letter.

Thanking you,

Yours faithfully,  
For Indian Oil Corporation Ltd.

  
( R K Sinha )

Chief Divisional Retail Sales Manager

#### ACKNOWLEDGEMENT

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