

ANNEXURE

RN.DS:OMP:banga town wml
February 25, 2013

Smt. Sonia Rani
W/o Shri Vishal Gupta
R/o 9/436/4, Adarsh Nagar
Banga, Distt. SBS Nagar
Punjab - 144505



Dear Sir/Madam,

Sub: Proposed MS/HSD Retail Outlet Dealership at Location Banga Town WML (on Jalandhar Nawanshahar road), Revenue District SBS Nagar, State Punjab- Category: Open (W) under Regular Marketing plan.

We refer to your application for the award of MS/HSD Retail Outlet dealership at the above location and the subsequent interview held at Chandigarh on 20.11.12.

Please be informed that by this Letter of Intent, we propose to offer you a Retail outlet dealership at Location Banga Town WML (on Jalandhar Nawanshahar road), Revenue District SBS Nagar, State Punjab on the following terms & conditions:-

1. You have agreed to transfer the land admeasuring (minimum) 20 meters (frontage) X 20 mtrs (depth) in Khewat No. 492/476, Khatoni No. 582 at Khasra No. 11//16, 12//11/5, 12//20/2 as indicated by you in the application for the development of the Retail Outlet. Within 2 months from the date of this letter, this site has to be transferred on lease to BPCL for a minimum period of 30 years at rentals mutually agreed upon.
2. BPCL will develop the retail out let at the above location on the said site to be taken on lease by BPCL with appropriate structures, storage tanks and pumps.
3. 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 to you from time to time. At present, the license fee recoverable is Rs.48 / -KL for MS and Rs.41 / -KL for HSD.
4. The corporation will not be held liable for any loss or damage on account of delay that may be caused in providing you the facilities mentioned above, what ever may be the cause of the failure or delay.
5. You will provide at the retail outlet following basic facilities at your cost in consultation with us.

Sonia Rani

- a. Clean drinking water.
 - b. Free Air.
 - c. Clean toilet.
 - d. Telephone.
 - e. First aid kit with medicines.
 - f. Adequate illumination.
 - g. PUC facilities, wherever it is mandatory.
6. You will procure all financial and other arrangements for operating the retail outlet dealership.
 7. You shall not induct any partner(s) in case of individual (s) nor make any changes in the constitution of the partners as existing at the time of application and shall give an undertaking to this effect.
 8. It will always be a basic condition for the award of MS / HSD retail outlet dealership that you shall operate the dealership personally full time and you will give us a written undertaking to this effect and shall not assign or part with the same to any other person (s). **You shall agree to shift your residence to the subject LOI location (if you stay away from this location) in order to effectively operate the outlet and give us a written undertaking to this effect.**
 9. As agreed, you will be initiating necessary action towards enabling registration of site where the Retail Outlet is planned. You will also assist us in getting the requisite NOC from appropriate Authorities within one month of handing over of necessary documents.
 10. You will be depositing with us a **Demand Draft for Rs 2 Lacs** drawn on any scheduled bank in favor of M/S Bharat Petroleum Corp. Ltd payable at Jalandhar towards security Deposit at the time of issuance of appointment letter after you have complied with all the requirements of the LOI. Kindly note that this deposit will not carry any interest and is refundable at the time of expiry of agreement between you and the Corporation. However, if such expiry of agreement is consequent to proven adulteration/malpractice at the dealership, this amount will be forfeited. Moreover, this Corporation reserves its right to adjust this amount towards any dues to it.
 11. You will be notified by the corporation, in writing, after the facilities mentioned above are made available and are ready for commissioning the dealership. Immediately on receipt of the above notice from the corporation, you shall, within a period of two months, comply with the following requirements and produce proof thereof to our satisfaction.
 - a. You have obtained each and every license necessary for operating your dealership as may be required under any central / state govt. / municipal or local authorities for the time being in force; and



Sonia Rani

- b. You have resigned from your employment, if you are employed, and obtained the letter of acceptance from your employers.

Please note that your failure to comply with the requirements mentioned above will entitle the corporation to withdraw this letter of intent without making any further reference to you, purely at your own risk.

12. This letter of intent will stand automatically withdrawn and cancelled on the happening of any of the following events:-

1. In case you or your close relatives like spouse, unmarried son(s) and unmarried daughter(s) receive anytime or have received a letter of intent for any other dealership or distributorship from our company or any other oil company either in your individual capacity or in partnership with any other individual(s).
2. If it is found that you have suppressed and / or misrepresented any material facts in your application.
3. In the event of death if you are an individual/partner.

13. This letter is merely a letter of intent and is not to be construed as a 'firm offer' of dealership to you. The dealership will, on your complying with the terms and conditions spelt out herein above be confirmed / formalized by an appointment letter, followed by signing of both you and us of our standard dealership agreement.

14. Kindly note that in case the site as agreed upon by you for leasing to BPCL for putting up the Retail Outlet is not leased within 2 months from the date of this letter, this Letter Of Intent will be withdrawn without any further notice.

Should you require any further details/guidelines, please get in touch with our office at the address mentioned below:

**Territory Manager (Retail)
Bharat Petroleum Corporation Limited,
Suchi Pind, Jalandhar (Punjab)**

*Received and
accepted*

Please acknowledge receipt of this letter.

Yours faithfully,
For Bharat Petroleum Corporation Limited.

Territory Manager (Retail)-Jalandhar.

cc: GM Retail I/c. North.

*Sonia Rani
25/2/13*