



भारतीय तेल कॉर्पोरेशन लिमिटेड  
 लखनऊ मण्डलीय कार्यालय  
 इंडियन ऑयल बिल्डिंग  
 ईस्ट-9, अलीगंज कॉम्प्लेक्स,  
 अलीगंज, लखनऊ-226 024



Indian Oil Corporation Limited  
 Lucknow Divisional Office  
 Indian Oil Bldg.,  
 Kapsarthala Complex,  
 East-9, Aliganj, Lucknow - 226 024  
 Telephone : 0522-2334752 Fax : 0522-2334746

विपणन प्रभाग  
 Marketing Division

LOI Ref No. 2014/IN000374/CP/000124/1403/00016

Date 19.12.2014

Smt. Vinita Devi  
 W/o Late Ramesh Chandra,  
 H. No. 537, Vijay Nagar Colony,  
 District : Etah,

Dear Sir/Madam,

Subj : Letter of Intent for proposed A Site Retail Outlet (Corpus Fund) dealership at GATA NO-314, VILL PURAINI BISWAN, BTW KMS 61-62, SH30, DIST SITAPUR District SITAPUR State Uttar Pradesh under OPEN (W) category.

We refer to your application for award of Retail Outlet dealership and subsequent interview held on 05.12.2011.

It is intended to offer you the A Site Retail Outlet dealership of Indian Oil Corporation Ltd on the following terms & conditions

- You had indicated & requested in your application that you would like to avail the facilities (land & Infrastructure) provided by the Corporation and accordingly, to enable you to operate the dealership, we will develop the said Retail Outlet at GATA NO-314, VILL PURAINI BISWAN, BTW KMS 61-62, SH30, DIST SITAPUR
- 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. 43 per KL on MS and Rs. 36 per KL on HSD plus applicable taxes in this regard
- The Corporation will not be held liable for any loss or damage on account of delay that may occur in providing you the facilities mentioned above, whatever may be the cause of such failure or delay.
- After completion of facilities required for commissioning of Retail Outlet, you shall immediately make all financial and other arrangements and within a period of one month 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 for the time being in force
- 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 the Standard Dealership Agreement, copy of which can be obtained from this office.
- If already employed you will have to submit acceptance of resignation letter from your employer, prior to the issuance of Appointment Letter by us.

विकास वर्मा/VIKAS VERMA

वरिष्ठ प्रबन्धक (खुदरा बिक्री)/Sr. Manager (Retail)  
 लखनऊ मण्डलीय कार्यालय/Lucknow Divisional Office  
 इंडियन ऑयल कॉर्पोरेशन लिमिटेड/Indian Oil Corporation Limited  
 ईस्ट-9, अलीगंज कॉम्प्लेक्स, अलीगंज, लखनऊ/Aliganj, Lucknow

7. 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.
8. Applicable for Corpus Fund Category Only.
  - (a) Working Capital, as may be determined by this Corporation at its sole discretion, to be utilized only for the purpose of taking delivery of MS / HSD from this Corporation to maintain supply.
  - (b) The above Working Capital will carry an interest @ 11% payable monthly from the date of disbursement of the Working Capital by the Corporation.
  - (c) The aforesaid Working Capital with interest will be repayable by you in 100 equal monthly installments, commencing from the 13th month of commissioning of dealership.
9. 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.
10. You will not change the constitution/legal entity of Retail Outlet dealership without prior written approval of the Corporation.
11. 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.
12. In addition to petroleum products, the operation of Non fuel facilities or any other income generating activities at Retail Outlet shall be the prerogative of the Corporation and you will abide by the model developed for the said purpose.
13. Should you require any further details / guidance, please get in touch with our office at the under mentioned address.

Lucknow Divisional Office  
Kapoorthala, Aliganj,  
Lucknow, U.P.

Remarks - LOI IS ISSUED IN LIEU OF OLD LOI NO 2012/IN003627/UP/000385/1403/00048 DATED 30.03.2013. APPROVAL NO LKO DO/R/C Cat. APPROVED ON 09.12.14 AS PER POLICY CIR NO 205/205A. LOI IS ISSUED FOR YOUR LAND OFFERED AT GATA NO 314, VILL PURAINI, PAR-BISWAN KMS 61-62, SH30, DIST - SITAPUR

Please acknowledge receipt of this letter.

Thanking you,

Yours faithfully,  
For Indian Oil Corporation Ltd.

( Sanjay Kumar Sinha )

Chief Divisional Retail Sales Manager

विकास वर्मा / VIKAS VERMA  
वरिष्ठ प्रबंधक (खुदरा बिक्री) / Sr. Manager (R)  
लखनऊ मण्डली कार्यालय / Lucknow Divisional Office  
भारतीय ऑयल कॉर्पोरेशन लि. / Indian Oil Corporation Ltd.  
कॉम्प्लेक्स, अलीगंज, लखनऊ / Kapoorthala Complex, Aliganj, Lucknow