

Ref: RT. NRO.UDYOG VIHAR(HAR)

Date : 20.12.2004

To,

NAME- MS. SUNITA
D/o Capt. Hari Chand,
Address - H.NO. 19, Gali No. 10, Devi Lal Nagar
Gurgaon, HARYANA

Sub : **Proposed MS/HSD Retail Outlet Dealership at location
Udyog Vihar, Dist. GURGAON, State Haryana,
Category : SC(W), (BPC PLAN).**

Dear Sir/ madam,

We refer to your application dated 21.02.2004 for the award of MS/HSD Retail Outlet dealership at the above location and the subsequent interview held at Office of AMM, Panipat on date 11.10.2004.

Please be informed that by this letter of intent, we propose to offer you a Retail outlet dealership at location Udyog Vihar, Distt. Gurgaon, State Haryana on the following terms & Conditions: -

1. For enabling you to operate the dealership said above, we will develop the Retail Outlet at Udyog Vihar, Dist. Gurgaon, State Haryana and provide the same to you with certain facilities mentioned in sub paras (a) & (b) hereunder as early as possible.
 - (a) A suitable plot of land duly developed as Retail Outlet with Sales Room, Storage Tank and Pump, Air facility for operating your dealership
 - (b) Working capital, as may be determined by the corporation at it's sole discretion to be utilized only for the purpose of taking delivery of MS/HSD/Lubs from the corporation to maintain supply.
 - (c) The above working capital will carry interest @ 11% per annum payable monthly from the date of disbursement of the working capital by the corporation.
 - (d) The aforesaid working capital along with the interest mentioned above, will be repayable by you in 100 equal monthly

Sunita
23/12/04

Installments commencing from the 13th month of commissioning of the dealership.

2. 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. 43/- per KL for MS and Rs. 36/- per KL for HSD.
3. 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 whatever may be the cause of such failure or delay.
4. 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.
5. 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).
6. You will be, notified by the corporation, in writing, after the facilities mentioned above are made available and are ready for commissioning the dealer ship. 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
 - b. You have resigned from your employment if you are employed, and obtained the letter of acceptance from your employers.
 - c. You have shifted you residence to Gurgaon (if you are staying away from this location) in order to effectively operate the dealership as stated above.

Please note that your failure to comply with the requirements mentioned in (a) (b) & (c) above will entitle the Corporation to withdraw this letter of intent without making any further reference to you, purely at your own risk.

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

- a. In case you or your close relatives like spouse, unmarried son(s) and unmarried daughter(s) receive 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).
 - b. If it is found that you have suppressed and / or misrepresented any material facts in your application.
 - c. In the event of death if you are an individual.
 - d. In the event of death of any partner (if you are a partnership firm).
8. This letter is merely a letter of intent and is not to be construed as a 'firm offer' of dealership to you.
 9. The award of 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 our standard dealership agreement between both you and us after the facilities are made available and you are in a position to commence the operation of the dealership.
 10. Should you require any further details/guidelines, please get in touch with our office at the address mentioned below:

**TERRITORY MANAGER (RETAIL), REWARI
BHARAT PETROLEUM CORPORATION LIMITED,
VILLAGE KARANAWAS, BAWAL ROAD,
REWARI, PIN 123401**

Please acknowledge receipt of this letter and return the same to us.

Thanking you,

Yours faithfully,
For Bharat Petroleum Corporation Limited.

UMESH S GAUTAM
Territory Manager (Retail) .

- cc. AMM, Panipat
- cc. GM Retail ,North
- cc. GM Retail HQ.