



IndianOil
A Maharatna
Company

विपणन प्रभाग
Marketing Division

LOI Ref No. 2012/IN002686/HR./000183/1103/00032

Smt Shakuntala
w/o Shri Parvinder
House No. 380, VPO Jharsa
District Gurgaon-122001
Haryana

Dear Sir/Madam,

Sub : Letter of Intent for proposed B Site Kisan Seva Kendra (KSK) dealership at VILLAGE MAKDAULA District Gurgaon District GURGAON State Haryana under Open(Women) category.

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

1. You have stated in your application that you are having a plot of land situated in KHATA 50/57 MUSTKIL 10 KILA NO 25(8-0), measuring 35 MTR X 35 MTR(SEE REMARKS) in Village MAKDAULA, GURGAON, District GURGAON on long lease. Accordingly, you are required to make available the particular plot of land as indicated by you along with all the statutory permissions required for the Kisan Seva Kendra 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.

इंडियन ऑयल कॉर्पोरेशन लिमिटेड
गुडगांव मण्डलीय कार्यालय
83, इंस्टीट्यूशनल एरिया,
सेक्टर-18, गुडगांव-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

Date 11.12.2012

[Signature]
11-12-12

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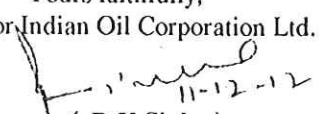
5. After completion of the facilities, you shall within a period of one month arrange to obtain Retail Selling License and other permits / permissions / licenses that may be necessary for commissioning and operating the dealership as may be required under any Central / State Govt. / Municipal or Local 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 plot 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

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

Place :