

इंडियन ऑयल कॉर्पोरेशन लिमिटेड

जयपुर मण्डल कार्यालय : इंडियन ऑयल भवन

अशोक चौक, आदर्श नगर, जयपुर - 302004

फोन : 2605804, 2607961, 2614861, 2603787 फैक्स : 2601338



IndianOil

Indian Oil Corporation Limited

Jaipur Divisional Office : Indian Oil Bhawan

Ashok Chowk, Adarsh Nagar, Jaipur-302004

Tel. : 2605804, 2607961, 2614861, 2603787 Fax : 2601338

मार्केटिंग डिविजन

Marketing Division

LOI Ref No. 2012/IN003027/RJ./000243/1301/00048

Date 16.01.2013

NAVEEN PARAKH

S/ SH NAVRATAN PARAKH , M/S PARAKH

AUTOMOBILES,

NH-11, RAJALDESAR, DIST CHURU

RAJASTHAN, PIN- 331802

Dear Sir/Madam,

Sub : Letter of Intent for proposed B Site dealership at RAJALDESAR(BETWEEN KMS 448-452) NH-11 District CHURU State Rajasthan under OPEN category.

We refer to your application for award of **Retail Outlet** dealership and subsequent interview held on **22.03.2012**. It is intended to offer you the **B Site Retail Outlet** dealership of Indian Oil Corporation Ltd on the following terms & conditions:

1. You will procure a suitable plot of land (Minimum dimension **45M*45M**) 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 **Retail Outlet** 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 ,Paved/RCC driveway ,Yard lighting ,Canopy ,Compound wall / Chain link fencing ,Non-Fuel facilities (subject to potential) ,Air facility including electrification, safety equipment & site specific customer service facilities as may be specified by the IOCL from time to time for operating the **Retail Outlet**.
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. 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
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.

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Ratna
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पंजीकृत कार्यालय : जी-9, अली यावर जंग मार्ग, बान्द्रा (पूर्व) मुम्बई-400 051 (विपणन प्रभाग)
Regd. Office : G-9, Ali Yavar Jung Marg, Bandra (East) Mumbai-400 051 (India)

[Signature]
(जितेन्द्र कुमार गुप्ता / Jitendra Kumar Gupta)

जयपुर मण्डल कार्यालय (रिटेल सेल्स) / Sr. Manager (Retail Sales)

जयपुर मण्डल कार्यालय / Jaipur Divisional Office

प्रथम तल, एलआईसी इन्वेस्टमेंट बिल्डिंग, फेज II

First Floor, LIC Investment Building, Phase II

जयपुर मण्डल कार्यालय के पास, ब्रह्मनी सिंह रोड, जयपुर-302004

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 **150,000.00** 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 **Retail Outlet** 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.

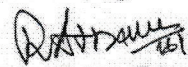
Jaipur Divisional Office
Ashok Chowk, Near Radha Swami
Satsang Bhavan, Adarsh Ngr Jaipur

Remarks -

Please acknowledge receipt of this letter.

Thanking you,

Yours faithfully,
For Indian Oil Corporation Ltd.


(Athavan R)

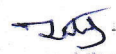
Chief Divisional Retail Sales Manager

ACKNOWLEDGEMENT

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

Place :

Date :


(जितेन्द्र कुमार गुप्ता / Jitendra Kumar Gupta)
वरिष्ठ प्रबन्धक (रिटेल सेल्स) / Sr. Manager (Retail Sales)
इंडियन ऑयल कॉर्पोरेशन लि. (विपणन प्रभाग)
INDIAN OIL CORPORATION LTD. (Marketing)
प्रथम तल, एलआईसी इन्वेस्टमेंट बिल्डिंग, फर्स्ट फ्लोर, LIC Investment Building, First Floor,
Signature of Dealer Select

LOI Ref No. 2012/IN003027/RJ./000243/1301/00048

Date 16.01.2013

NAVEEN PARAKH
S/ SH NAVRATAN PARAKH , M/S PARAKH AUTOMOBILES ,
NH-11, RAJALDESAR, DIST CHURU
RAJASTHAN, PIN- 331802

Sub : Proposed Retail Outlet dealership at RAJALDESAR(BETWEEN District CHURU State Rajasthan
OPEN category

under

NOO:

CC : State Retail Head : Vide ref. JDO/RO/2012 dtd. 14.01.2013 approval was obtained for issue of LOI.
Accordingly the above LOI has been issued. This is for your kind information & records.

(जितेन्द्र कुमार गुप्ता / Jitendra Kumar Gupta)
वरिष्ठ प्रबन्धक (रिटेल सेल्स) / Sr. Manager (Retail Sales)
इंडियन ऑयल कॉर्पोरेशन लि. (विपणन प्रभाग)
INDIAN OIL CORPORATION LTD. (M.D.)
जयपुर मण्डल कार्यालय / Jaipur Divisional Office
प्रथम तल, एलआईसी इन्वेस्टमेंट बिल्डिंग, फेस II
First Floor, LIC Investment Building, Phase II
अम्बेडकर सर्किल के पास, भवानी सिंह रोड, जयपुर - 302 005
Near Ambedkar Circle, Bhawani Singh Road, JAIPUR - 302 005