



IndianOil

INDIAN OIL CORPORATION LIMITED
(MARKETING DIVISION)

**Retail Transformation, Marketing Head Office
Indian Oil Corporation Ltd.
Indian Oil Bhavan, G9 Ali Yavar Jung Marg,
Bandra East, Mumbai - 400051**

**Expression of Interest for setup of Non-fuel Retail facilities at IOCL Retail Outlets across
India.**

EOI NO: **HO/RS/NFR/EOI/01/2022-23**
E-tender ref: 2022_MKTHO_159295_1

DUE DATE: 19.12.2022 at 17:00 HRS

EXPRESSION OF INTEREST

Indian Oil Corporation (IOCL) operates the country's largest network of fuel stations (petrol pumps) in Urban, Highways & Rural market segment across India. Many of these fuel stations have built-up structures as well as open spaces available for non-fuel ventures. IOCL is planning to develop non-fuel facilities and amenities for travelers on these fuel stations utilizing these assets.

IOCL proposes to engage with/identify/shortlist parties of repute who may be interested to leverage these available built-up/vacant spaces at the IOCL outlets on commercial basis, to setup/develop facilities which include the following:

Convenio Store/Kiosk, Tea & Coffee point, ATMs, Restaurant/Quick Service Restaurant, Snack Bar, Dhaba, Food & Beverage counters/vending booths including Ready-to-Eat vending, PUC Centres, Vulcanizing/Tyre Repair Kiosk, Vehicle Servicing Stations, General Store, Tyre Battery Accessory Store, E-Commerce Store/Logistics Support and kiosks/counters for Courier Service, Automobile Insurance, Money Transfers, Forex Services, etc.

We invite interested Parties to write in with their Expression of Interest (EOI) for the above opportunities. Along with their ideas/area of collaboration, Parties may include their experience (if any) and their geographical preferences in their submission. Format for submission is appended as Annexure-01, 02 & 03 of EOI document.

Proposals on ideas/models not mentioned in the above list of facilities are also welcome. The proposal may be sent by **any** of the following means:

1. Upload on IOCL eTender portal by **19.12.2022 at 17:00 HRS.**
2. E-mail to the following IOCL officials:
 - a) Manoj Bhagat; General Manager (Retail Transformation) (Email: bhagatmk@indianoil.in)
 - b) Aditya Kesri; Manager (Retail Transformation) (Email: kesria@indianoil.in@indianoil.in)
3. Send the proposal by mail on the following address:
K/A: Manoj Bhagat – General Manager (Retail Transformation)
Retail Sales Department
Indian Oil Corporation Ltd.
Indian Oil Bhavan, G9 Ali Yavar Jung Marg,
Bandra East, Mumbai - 400051

The submission should reach IOCL latest by **19.12.2022 at 17:00 HRS.**

It is stated that the proposition is not an offer for an IOCL Petrol Pump dealership. Proposition is also not a commitment of business from IOCL.

In case of need of any support in the matter, may please contact:

1. Manoj Bhagat; General Manager (Retail Transformation)
bhagatmk@indianoil.in; +91-22-26447657
2. Aditya Kesri Manager (Retail Transformation)

kesria@indianoil.in; +91-22-26447599

Enclosed

Annexure-01 – Indicative format for Party Response

Annexure-02 – NFR Model/Theme Preference Matrix Format

Annexure-03 – Location preference Matrix

Indicative format for Party Response
(To be submitted on letter head)

(Bidder is requested to provide signed & stamped copy and provide filled sheet in excel format also)

Sr No	Description	Party Inputs
Section - A – Party Credentials & Details.		
1.1	Name of Party	
1.2	PAN Number	
1.3	GST Number (if applicable)	
1.4	Brief Description of previous operations and experience of party	
1.5	Contact Details	
1.5.1	Name of contact personnel	
1.5.2	Email Address	
1.5.3	Mobile Number	
1.5.4	Landline Number	
Section - B – Proposed NFR model/Ideas		
1.0	NFR Model/ Idea -01	
1.1	Planned market segments (Urban/ Highway/ Rural)	
1.2	Proposed Facility type (C-Store/ Restaurant/ Dhaba/ etc.)	
1.3	Brief Description of Model/Idea	
1.4	Geographies/ Regions/ Highway tracts of interest In case of pan India interest, Party may specify PAN India. In case of select states/cities/districts/highway tracts/location of interest, Party may specify details:	
1.5	Proposed commercial model	
1.6	Proposed duration of engagement	
1.7	Brief on infrastructure required from IOCL	
1.8	Previous experience in running NFR model along with brief of similar facilities being operated.	
2.0	NFR Model/ Idea -02	
2.1	Planned market segments (Urban/ Highway/ Rural)	
2.2	Proposed Facility type (C-Store/ Restaurant/ Dhaba/ etc.)	
2.3	Brief Description of Model/Idea	
2.4	Geographies/ Regions/ Highway tracts of interest In case of pan India interest, Party may specify PAN India. In case of select states/cities/districts/highway tracts/location of interest, Party may specify details:	

2.5	Proposed commercial model	
2.6	Proposed duration of engagement	
2.7	Brief on infrastructure required from IOCL	
2.8	Previous experience in running NFR model along with brief of similar facilities being operated.	
Bidder may add additional rows to Section-B in case of more than one NFR model/idea.		
Section - C- Other Details		
4.0	Any other detail Party wants to specify:	

Signature & Stamp
Name of Authorized Signatory
Designation

NFR Model/Theme Preference Matrix Format
(To be submitted on letter head)

(Bidder is requested to provide signed & stamped copy and provide filled sheet in excel format also)

Bidder to submit preference for NFR theme along with corresponding market class for which bidder proposal(s) pertains:

Sr No.	NFR Model	Party Indication (Tick appropriate column)		
		Urban	Highway	Rural
1	C-Store			
2	QSR			
3	Service Station			
4	Service station on wheels			
5	Tea/Coffee Point			
6	Micro Warehouses			
7	Cloud Kitchens			
8	PUDO Points			
9	Micro Convenio			
10	Forecourt Promotions			
11	Assisted E Com			
12	Farm Facilitation (Equipment Rental)			
13	2W Service Station			
14	White Label ATM			
15	Kisan Haat			
16	Food Outlet/Food Court			
17	Dhaba			
18	Driver Amenities			
19	Paid Parking (Truckers)			
20	MATM/ Business Correspondence			
21	Food Truck			
22	Repair & Wash services			
23	Company Outlets			
24	Sale of TBA, QLOC			
25	Real Estate themes			
26	Other NFR Models <i><Bidder to specify. Bidder may add additional rows in case required></i>			

Signature & Stamp
Name of Authorized Signatory
Designation

Location preference Matrix
(To be submitted on letter head)

(Bidder is requested to provide signed & stamped copy and provide filled sheet in excel format also)

Bidder to submit preference for States/Union Territories which bidder proposal pertains to:

Sr No.	State/ Union Territories	Party Indication (Tick appropriate column)
	State	
1	Andhra Pradesh	
2	Arunachal Pradesh	
3	Assam	
4	Bihar	
5	Chhattisgarh	
6	Goa	
7	Gujarat	
8	Haryana	
9	Himachal Pradesh	
10	Jharkhand	
11	Karnataka	
12	Kerala	
13	Madhya Pradesh	
14	Maharashtra	
15	Manipur	
16	Meghalaya	
17	Mizoram	
18	Nagaland	
19	Odisha	
20	Punjab	
21	Rajasthan	
22	Sikkim	
23	Tamil Nadu	
24	Telangana	
25	Tripura	
26	Uttar Pradesh	
27	Uttarakhand	
28	West Bengal	

Sr No.	State/ Union Territories	Party Indication (Tick appropriate column)
	Union territory	
29	Andaman and Nicobar Islands	
30	Chandigarh	
31	Dadra and Nagar Haveli and Daman and Diu	
32	Delhi	
33	Jammu and Kashmir	
34	Ladakh	
35	Lakshadweep	
36	Puducherry	

Signature & Stamp
Name of Authorized Signatory
Designation